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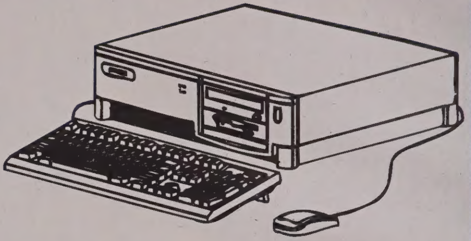

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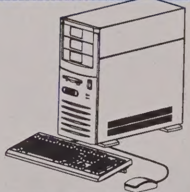

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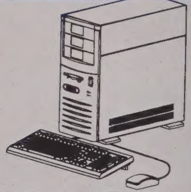

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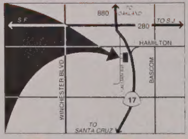
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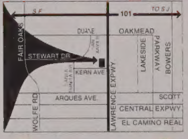
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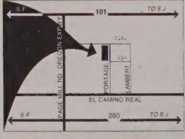
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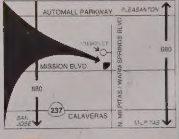
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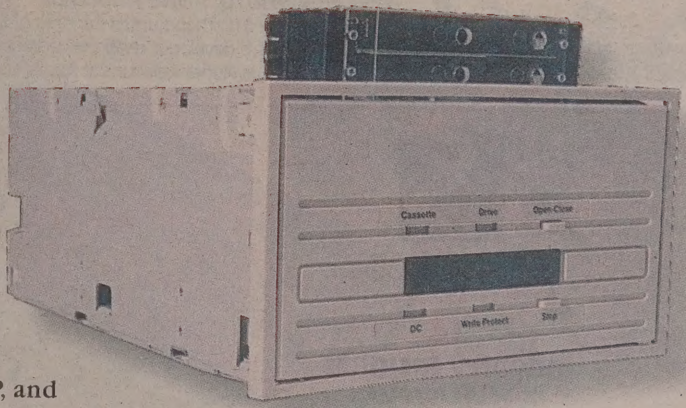

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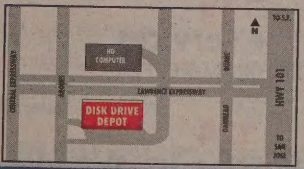

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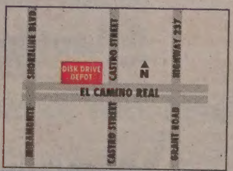

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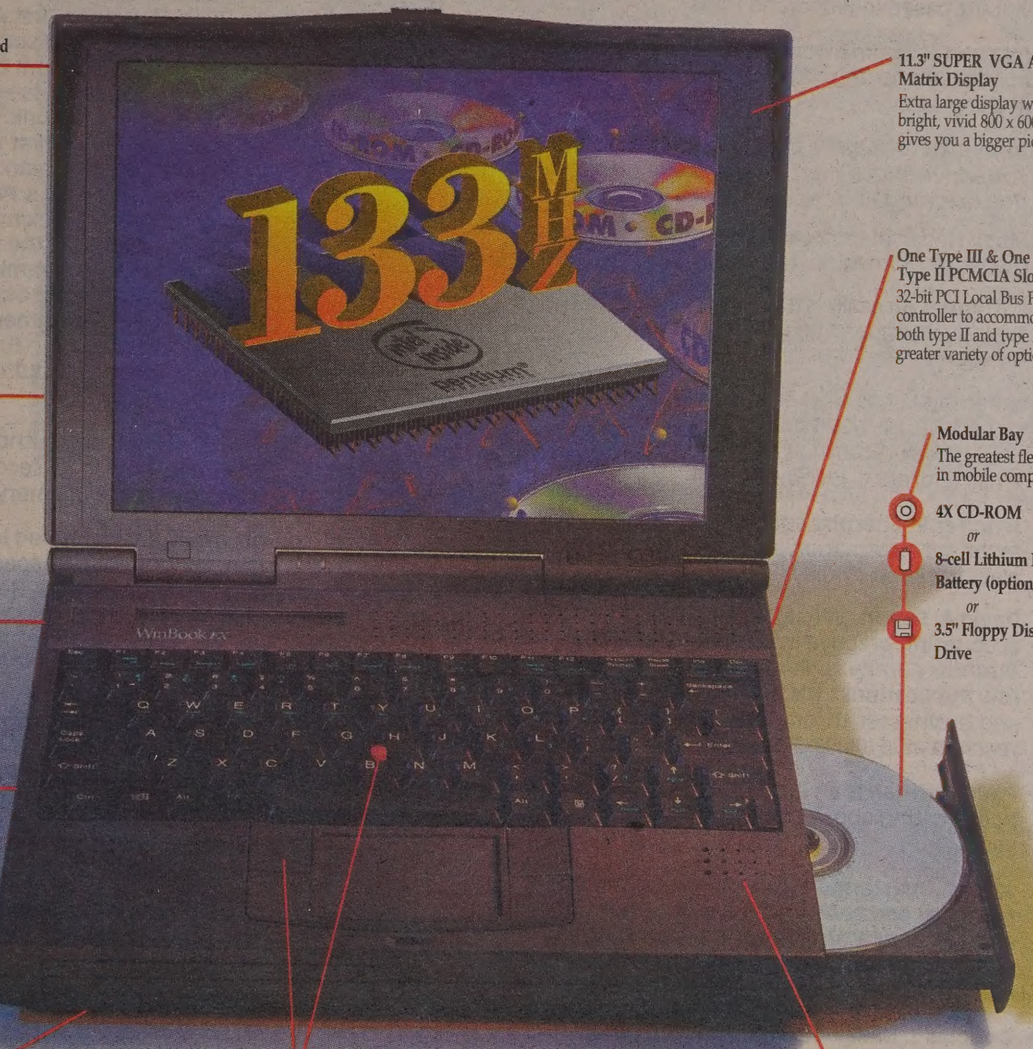

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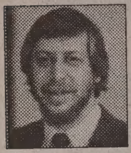

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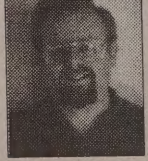

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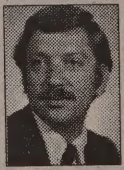

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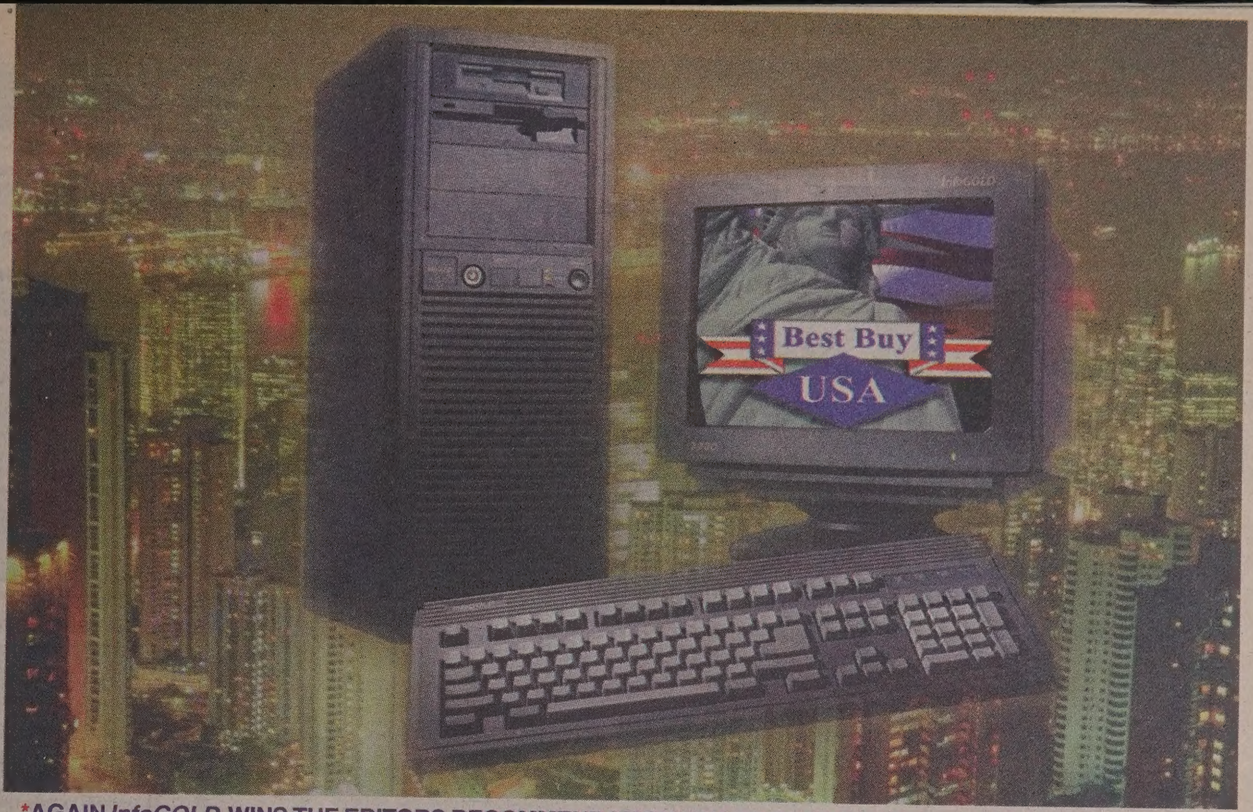

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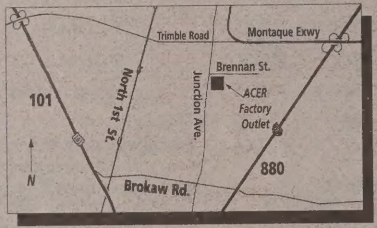

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BY PAUL HOFFMAN

Industry Insights

An Internet Reality Check: Lowering Our Expectations For $500

It's not just the Internet: it's the inexpensive Internet. More and more companies are claiming that they can produce a "$500 Internet terminal," although so far most have been sketchy about when we'll see them and what will be in them. These companies are banking on the idea that it's the cost of the computer that has kept people off the Internet, and they may take a bad fall when they find out differently.

The advent of low-cost, Internet-only computers could theoretically make access to the Internet easier for more people...if using the Internet were free. Of course, it's not. When the marketers say, "It only costs $500 (well, $700 if you want one that isn't too slow) plus as much as you spend a month for cable TV," how many people do you think will get all fired up about this?

Getting From 25 Million To 100 Million

Two of the biggest recent announcements that are supposed to indicate that the Internet is coming to all American homes are that Oracle has shown the first prototype of a $500 Internet terminal, and that AT&T is offering nationwide Internet access for regular PC users at a cost that puts a bit of strain on today's local Internet providers. Both these announcements, however, are aimed at an Internet market that is not much bigger than today's, thereby at best only doubling the size of the market.

Oracle has been touting its $500 Internet terminal idea for months, and has recently shown a rough prototype of what the computer will look like. "Rough" is the operative word here, since it's not clear exactly what CPU will be used, how fast it will be, or even how much memory will be in it.

By the time you read this, AT&T should be offering its WorldNet service, which is basically Internet access for about the same cost as most of the local service providers you see advertising here in *MicroTimes*. For $20 or $25 a month, AT&T will give you unlimited access to the Internet; they also offer $5-per-month for five hours.

Both of these announcements sound great to the people currently using the Internet. Almost all of us Internet users have computers that cost well over $500, and we're mostly paying about as much as AT&T is charging. But we're not the market for the products: we already have what we want on the Internet. The big question is whether or not people who aren't on the Internet will get on because of these products, and ones like them.

This is not a market like the early television market. The maybe twenty-five million American users on the Internet today represent the most computer-literate people in the country. Getting the next twenty-five million on is not just a matter of making the cost lower; it's bringing them a much easier and smoother Internet experience. Nothing in either Oracle's or AT&T's announcements will do much for these people past what is already being done today. Even if it did, how do you get from that fifty million to the next fifty million?

Talking To The Wrong People

Oracle is a high-end database company. They have almost no experience with customers who aren't computer literate. No one, including Oracle, has much experience with bringing in large numbers of non-computer users and enabling them to use the services offered. These are people who will be quite happy to cancel their service contracts if the system is too hard to use, and the "churn rate" could kill Oracle and AT&T if the early reviews are harsh.

> **The advent of low-cost, Internet-only computers could theoretically make access to the Internet easier for more people...if using the Internet were free. Of course, it's not.**

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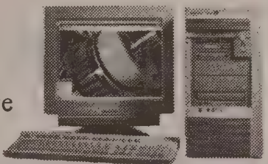

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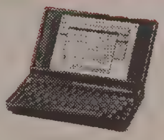

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PO's

Insights *continued...*

They've sent multiple diskettes to probably every computer user in the country. Even with over seventy-five million PC users out there, America Online has "only" five million users, and they're the largest online service. Their major competitors, CompuServe and Prodigy, are both in trouble: CompuServe's parent company is trying to sell it, and Sears is trying to sell its stake in Prodigy. If these companies can't sell the Internet to today's computer users, what makes anyone think that companies like Oracle and AT&T can sell it to non-computer users?

Humorously, America Online can't even sell the Internet to many of its own users. Many AOL users have tried the AOL Web browser and given up due to its horrendous slowness in the evenings, the time that most people use AOL. A very large percentage of AOL users haven't even tried the Web browser, and many don't even know it exists, despite repeated attempts at telling them. This should be a warning to folks outside the online business trying to cash in: The market may not be what you think.

On the other hand, one thing that users of AOL, CompuServe, and Prodigy all agree on is that it is wonderful to get email over the Internet. Of course, this isn't the Internet that is being hyped in the press; that Internet is really the Web. But there are still more email users than there are Web users, and that will probably always be true. (Personal bias alert: When I'm not writing for *MicroTimes*, I'm mostly doing Internet work, and my interests these days are more towards the email end of the Internet spectrum.)

Beyond The Sale

AT&T is about to discover what Pacific Bell has found in the past year: Internet customers are not low- maintenance. It is much less difficult to give your customers technical support when everyone has the same equipment in their home. What do you do when they have a hundred different kinds of computers running operating systems that are not designed for easy Internet access? How do you train your tech support people? If you think that people get angry at their cable companies when they can't get reception on channel 44, wait until they can't get their email when they're expecting important letters.

America Online has engendered a great deal of wrath from its users for unilaterally making decisions about what can go on the service. Late last year, AOL started to bow to pressure from "family values" groups and started to remove messages from various forums. For example, they started censoring poetry in the poetry area, as well as removing messages from an atheist topic in the religion area. They removed items that were much tamer that what most people see on television at all hours of the day, and the outcry that followed has caused many people to wonder what they'll cut out next.

Now imagine what kind of rules a company like AT&T might put on their system. Would you rather trust your email to a national corporate giant or to a local Internet service provider? Or, if you're posting messages that are just slightly off the mainstream (note the atheists above), and your provider decided to censor

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640x480 60/72/76 Hz NI	√	√	√	√	√	√
800x600 60/72/76 Hz NI	√	√	√	√	√	√
1024x768 60Hz NI	√	√	√	√	√	√
1024x768 76Hz NI		√	√	√	√	√
1280x1024 60Hz NI		√	√	√	√	√
1280x1024 76Hz NI				√	√	√
1600x1280 60Hz NI				√	√	√
Sizing / Pincushion	√•	√	√•	√	√	√
Brightness / Contrast	√	√	√	√	√	√
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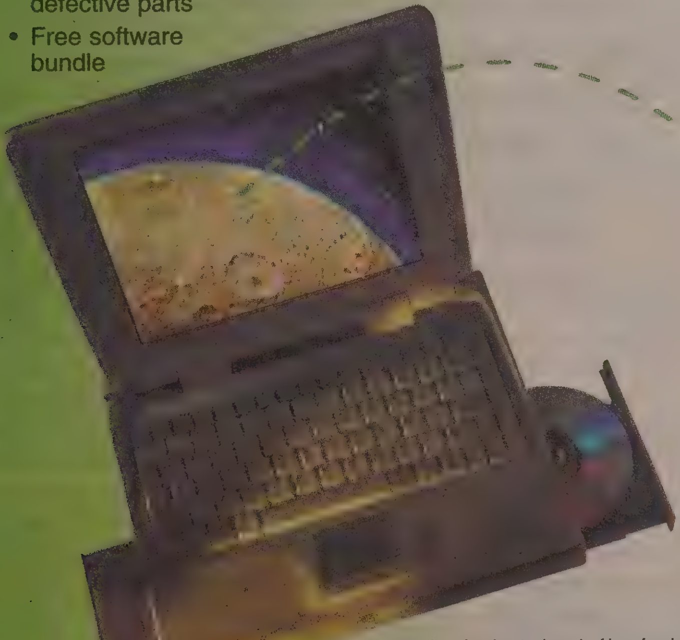

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14" .28 SVGA Monitor NI	205
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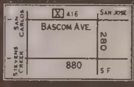

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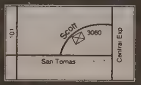

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Insights *continued...*

them, do you think you'd have a better chance of getting them uncensored by AT&T or My Local Internet?

These are very real customer service issues, and they'll become even more real if Oracle's Internet terminal or its likely competitors become popular. In order to keep the cost low, these terminals have no hard drives. People who use diskless terminals to read their email must leave all their mail on the hard drives of their service providers. This is not difficult, but it does raise the level of trust you must have for your service provider.

The recent embarrassing passage of the Communications Decency Act makes it clear that our "representatives" are happy to trounce our long-standing free speech rights for a couple of right-wing votes (well, mostly for the right-wing money). Californians were just as poorly represented on this vote as the rest of the country. The ones who get reelected this fall could easily act the same way in the future when asked to remove the current protections on email privacy.

Putting Up With Less

Of course, Americans have a well-deserved reputation for accepting bad service and still paying for it. (Heck, we still pay our congresspeople's salaries...) But new Internet users might not be as willing as current users to accept slow, balky connections and customer service whose main answer is "We don't see a problem on our end." Today's Internet is already very slow, and it's not clear where the money to speed it up will come from.

Although AT&T owns its part of the Internet infrastructure, it has to connect to parts owned and operated by other people all along the way. Worse yet, the points of interconnection are where the major bottlenecks are appearing. If Oracle and its competitors are successful in even just doubling the number of US Internet users, this could cause the Internet to be that much slower at peak times.

AT&T is about to discover what Pacific Bell has found in the past year: Internet customers are NOT low-maintenance.

The still-hypothetical $500 terminal will certainly increase the amount of information flowing over the Internet. Other recent Internet announcements, like the @Home service that will get its first test later this year, will do the same. Fortunately, the Internet is designed so that it can grow with the number of people using it. Unfortunately, it takes money and direction for that growth to happen, and there is no consensus as to who will pay for this growth and who will figure out where to put it.

This is not to say that the Internet will die under the weight of new users—it won't. Instead, it is likely that the new users will get a pretty unsatisfying experience, one that doesn't match the hype still being poured out about the glorious future. Just as America Online and its ilk are seeing a high dropout rate, Internet services like AT&T's will probably go through millions of people who try it and discover that it isn't as exciting as the ads made it out to be. Companies that have poor customer support will probably have even heavier turnover, and users ten years from now will end up having very different expectations of what the Internet experience is really all about. ■

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Stock Chart continued on page 46

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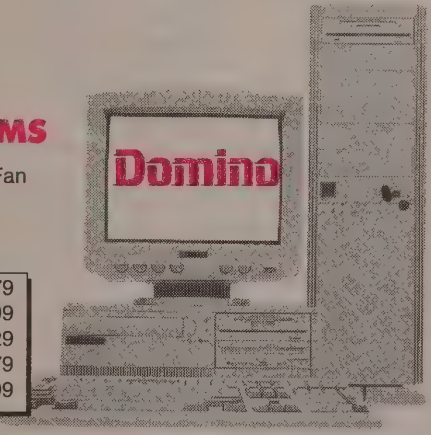

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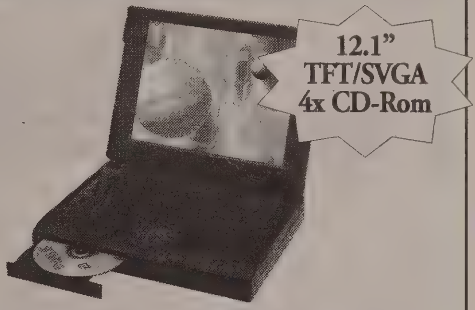

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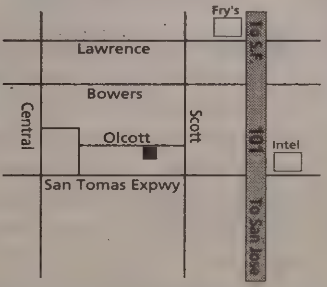

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REALIZABLE FANTASIES • BY JIM WARREN

I Was Censored By The CDA

(So Are You!)

Less than a week after Bill Clinton signed into law the so-called Communications "Decency" Act (CDA) as part of the Telecommunications "Reform" Act, I and all of my readers became personal victims of the *immediate* chilling effect imposed by the CDA's massive frontal assault on freedom of expression in this nation.

For the first time in more than twenty years of writing for newspapers and magazines, an editor censored one of my regular columns. It is a monthly feature about the interactions of technology, public policy, and government access, that I have been writing for about two and a half years, offering information and commentary.

It's not important to know that it's a magazine with 100,000 international circulation. What's important is that:

(1) the censorship was *explicitly* prompted by the CDA,
(2) it was imposed on the print version of the publication lest the *online* version become a felony, and
(3) it censored a political comment that was bluntly phrased.

The Disgusting Details

Ignoring the Justice Department's statements that it had ample statutes on the books with which to prosecute sex crimes, Congress passed the Telecom Deform Act, with its government censorship provisions, by huge bipartisan margins—414 to 16 in the House and 91 to 5 in the Senate.

On February 8, Clinton enthusiastically signed it into law saying, "I wish to congratulate the Congress...America needs this legislation and this kind of bipartisanship to build our economy for the twenty-first century, to bring educational technology into every classroom and to *help families exercise control over how the media influences* [sic] *their children.*" (Emphasis added.)

(Actually, its censorship requirements *prohibit* family control over what is accessible to children or adults. It vests that control exclusively with federal criminal investigators and prosecutors.)

On the night of February 14, I sent that month's column to the magazine in question. Most of it concerned ramifications of the Telecom Act—which *is* a massive change in national communications policy that *will* have pervasive technological impact throughout business, society, and public access—all issues of interest to that periodical's readers.

I should mention that this magazine is hardly straitlaced. Its readership is mostly male. Each issue includes numerous advertisements for "adult" online sites and sources of "adult" digital images such as CD-ROMs with GIFs (Graphic Interchange Format) "from Denmark." In fact, since its readers often copy my columns about public policy issues and send them to state and federal lawmakers, I routinely ask the editors to avoid wrapping my columns' text around such "adult" ads.

So it was to my complete surprise that the editor, without consulting with me in any way, entirely deleted the two lead paragraphs of my unkind comments about the CDA—that was only about 350 of the column's 1700+ words.

Furthermore, he bluntly chastised me for the manner in which I would have endangered his boss, the publisher, by the manner in which I expressed my political opinion about those who enacted the CDA. He wrote:

"I have deleted the first two paragraphs of the section on the CDA. Only the publisher may decide whether [the magazine] will be a test case. In the future, obtain [the publisher's] permission before you deliberately implicate him in a felony."

I responded that "I didn't implicate him in a felony and would not have done so. It would be his call—not mine—as to whether to include, *online*, what he *could* have legally printed in its paper form.

"It's sad that the govt's *online* censorship effort has now also imposed itself on *print* publication... Wish you had censored the online version only, if you were going to protect [the publisher]—especially, apparently, without even asking him about it. Oh well—it's your and his call; not mine."

The Telecom "Reform" Act's censorship requirements prohibit family control over what is accessible to children or adults. It vests that control exclusively with federal criminal investigators and prosecutors.

The Felonious Comment

What was so awful that the editor felt it would implicate his publisher in a felony? The fear-

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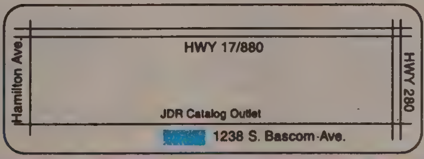

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Fantasies *continued...*

inspiring words were in the section that I accurately captioned, “Whining about the CDA.”

Only to illustrate how the CDA chokes previously permitted free expression, I began that section with language that I have often seen online. I began:

“The Communications Decency Act (CDA) is a minor gargoyle amended into the Telecomm Act—authored by Jim Exon, the sex-crazed, XXX senior senator from Nebraska,” where XXX was—as they said in the transcripts of the Nixon-Watergate tapes—a very common expletive that I did *not* delete. However, the second paragraph immediately apologized and explained:

“My apologies for the annoying gutter language; it's *only* to make a point: When [the magazine] includes this column in its online edition—available to anyone including minors—our haloed publisher will be guilty of a federal felony—merely for making available, online, the same blunt political comment that is fully protected by the First Amendment when transmitted in quaint, printed form.”

The remaining 250 words briefly detailed the government's shiny new prohibitions on all speech and publication in the United States, if they are in any way aided by any “telecommunications device”—phone, fax, data modem, or wireless transceiver.

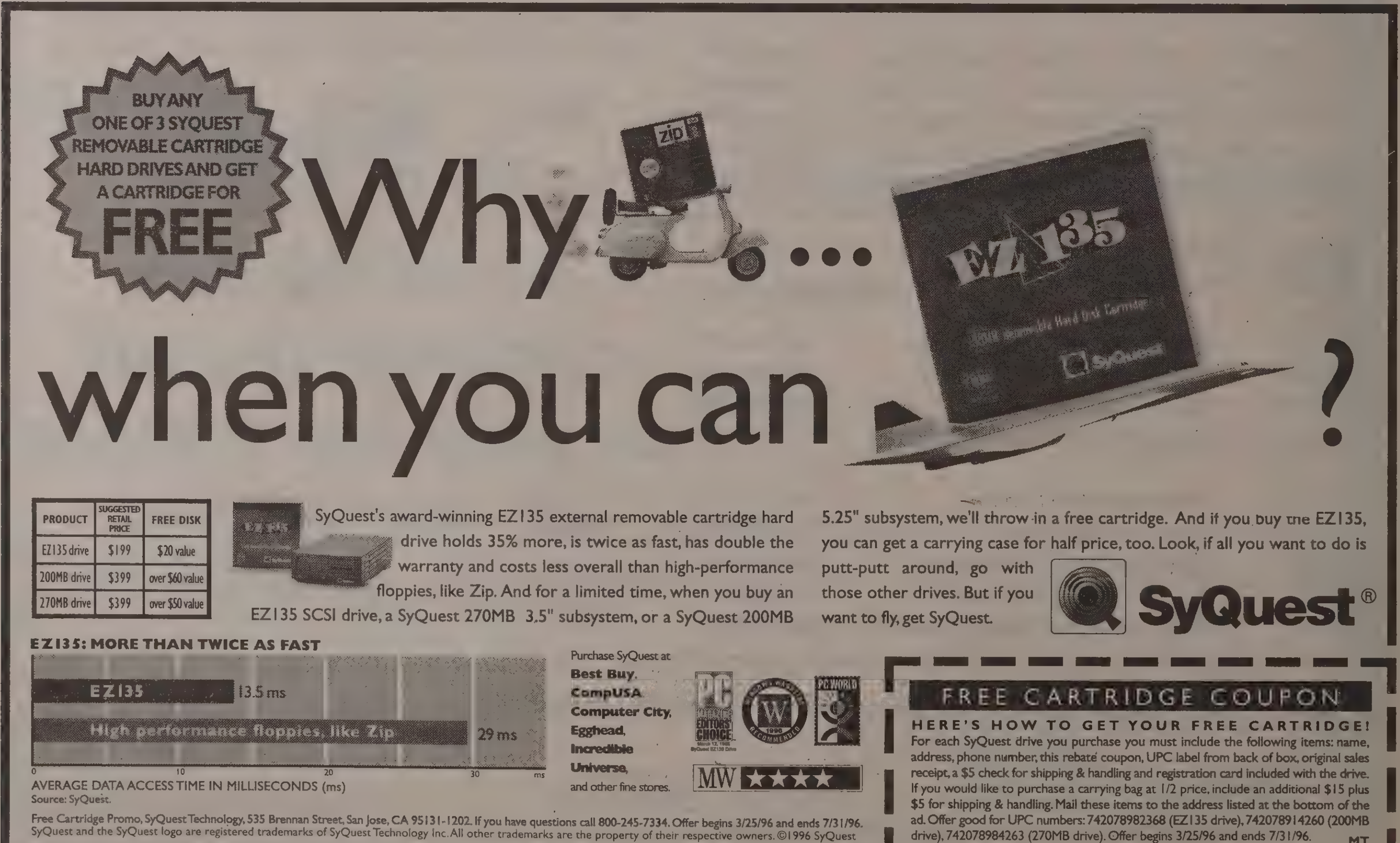
How You're Already “Protected”

But my fearful editor was merely protecting his publisher, just as other publishers and online services have *already* forced censorship on millions of Americans—even *before* they were risking federal felony prosecution:

- There is an ongoing furor about America Online's (AOL) censorship of poetry, plus its short-lived prohibition of the use of the word “breast” that temporarily blocked access to its forum for cancer survivors.
- Exec-PC—which says it's the nation's largest BBS—has already deleted about 50,000 files containing adult material that is routinely found in newsstands and video stores, even including photos of nudists. The company's founder reportedly said, “Since it is only 7% of our service and it could result in the 100% loss of our business, the risk is not worth it.”
- And then there was CompuServe Information Services' (CIS) temporary blockage, *worldwide*, of its users' access to several hundred Usenet discussion groups, known as newsgroups, after being threatened by one single Bavarian prosecutor under *German* censorship laws. A helpful CIS employee reportedly provided a list of their massive censorship of almost anything related to sex.

Awful Images; Vile Chit-Chat

Along with blocking *some* newsgroups in which *some* individuals post some really disgusting pictures (though few are likely to be *nearly* as repulsive as the ones I saw as a young teen while “researching” sex in various medical reference books at the public library), here are some of the “alt.binaries.pictures.erotica” forums that CIS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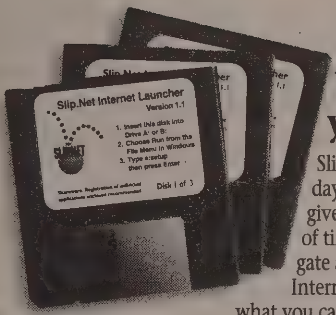
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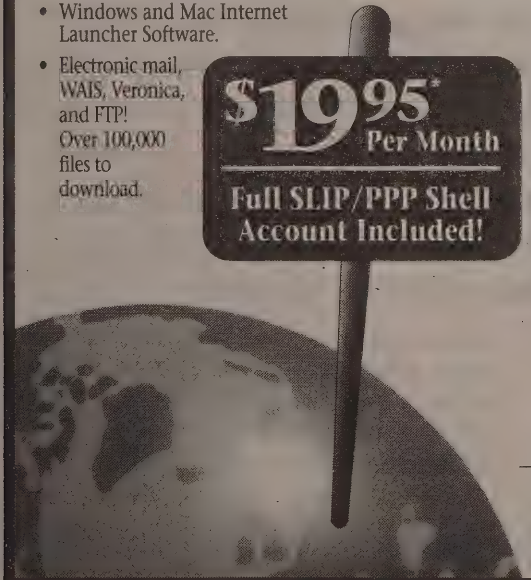

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Fantasies *continued...*

reportedly blocked, fearing Bavarian prosecution:

centerfolds
art.pin-up
cartoons
cheerleaders
disney

Other "alt" discussions that were reportedly blocked included:

binaries.sounds.erotica
homosexual
politics.sex
recovery.addiction.sexual
recovery.sexual-addiction
religion.sexuality
sex

Blocked "alt.sex" discussions included:

aliens (clearly a put-on)
exhibitionism
fat
fetish.tickling
historical
homosexual
incest
magazines
movies
telephone
voyeurism

To top off CompuServe's fear-driven worldwide censorship, they reportedly even blocked:

alt.sex.safe
alt.sex.weight-gain
alt.sexy.bald.captains
gay-net.coming-out
soc.support.youth.gay-lesbian-bi
clari.news.crime.sex
clari.news.gays
clari.news.sex

And all this was *before* the United States enacted its government censorship.

News Service Stories Blocked

When CIS announced its kneejerk global self-censorship responding to one German prosecutor, Brad Templeton, owner of Clarinet's news services commented, "Here are the 'lurid' headlines from the last few days of clari.news.sex, *a newsgroup that contains only professional reporting on sex-related issues...*

Vatican: Sex education not okay
Suspended Teacher To Return
Australian Govt Porn Committee Calls For Action
Beijing seizes one million porn, illegal books
Time for the annual best and worst lists
China customs crack down on pornography imports
CompuServe suspends online sex topics
CompuServe bans sex groups, sparking free-speech row

"The most recent headlines from clari.news.gays as you can see are equally non-lurid:

Failed Robbery Led To Gay Slay
Killer To Sell Story
Gays In Military Judge Quits
Lesbian Wins Job Bias Suit."

What's Prohibited? No One Can Tell!

It's unsurprising that editors rush to censor almost everything related to sex or street language; there's no way to tell which words, sounds, or images are felonious, and which ones are not.

The CDA simply prohibits "any comment, request, suggestion, proposal, image, or other communication which is obscene, lewd, lascivious, filthy, or indecent [whatever *that* means], with intent to annoy," and allows years in prison and hundreds of thousands of dollars in fines for violators. I.e., no more ill-phrased responses to telephone solicitors, nasty faxes to errant credit agencies, nor unkind comments to your elected "representatives."

It is similarly felonious for anyone who "uses any interactive computer service to display in a manner available to a person under 18 years of age [*any*where!], any comment, request, suggestion, proposal, image, or other communication that, in context, depicts or describes, in terms patently offensive as measured by contemporary community standards, sexual or excretory activities or organs, regardless of whether the user of such service placed the call or initiated the communication."

Just think of the possibilities if CDA enforcers choose to use the shiny new half-billion-dollar national wiretap system that Clinton requested in 1994, that the Democrats enacted, and that the administration and FBI have demanded be installed by October 1997!

Politically Incorrect Speech

But which community's standards apply when there is global access to online discussions?

We already have Samuel Clemens' (Mark Twain's) *Tom Sawyer* and *Huckleberry Finn* being rewritten to avoid the racist words that offend many in black communities. On the other hand, some schools or public libraries in the South have removed children's books that depict a black rabbit holding hands with a white rabbit.

The Satanic Verses was so patently offensive to many Muslims that its author—who clearly knew he would annoy them—has been ordered to be killed. And, not only does the CDA not limit itself to community standards in this nation, but there are Islamic communities in the US.

In other communities in the US where the Koran is the dominant religious document, still others may find different material to be indecent by their contemporary community standards.

Also note that local libraries and schools often reflect "contemporary community standards" by prohibiting minors from accessing such "sexually explicit" materials as *National Geographic* and medical reference books with photo illustrations, to say nothing of *Esquire* or *Playboy* "filth." Online, these are felonies waiting for any overzealous cop or publicity-seeking prosecutor—*anywhere!*—who wants to make a name for himself.

Perhaps online services should also block the seventy-four mentions of "breast" in the King James version of the Bible, e.g., in Song of Solomon 1:13–8:10, or its description of Lot's sodomy and offering of his daughters for the "pleasure" of a crowd in Genesis 19–20, or the details of circumcision in Genesis 17–34 and Leviticus 12 (reported by D. Wilkes).

Furthermore, on the face of it, the CDA makes law enforcement officials felons if they fax or otherwise electronically distribute photographic evidence or written descriptions of numerous sex crimes in any manner that could become available to a minor, even a witness or victim.

And of course, verbatim transcripts of thou-

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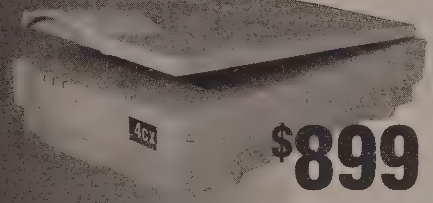

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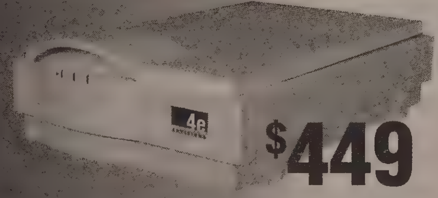

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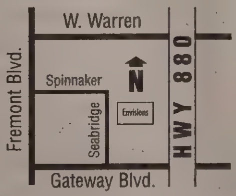

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Fantasies *continued...*

sands of civil and criminal court transcripts must now be censored before public online access to them can be permitted—especially in libraries—lest a minor have access to words that are patently offensive.

In fact, it would appear that citizens are now prohibited from being informed online, or by phone or fax, of all of the words and phrases that violate the CDA—once courts finally define them—and online parental-control software cannot disclose to the parents its lists of blocked words.

> **It's unsurprising that editors rush to censor almost everything related to sex or street language; there's no way to tell which words, sounds, or images are felonious, and which ones are not.**

More Than Sex

Additionally, who knows if this ill-defined government censorship is limited only to sexual content that offends "conservatives"? It's so vague that no one can tell.

For instance, a month before the CDA was enacted, the Simon Wiesenthal Center began asking hundreds of Internet service providers to censor all messages that, "promote racism, anti-Semitism, mayhem, and violence." (However, they say nothing about anti-Islamic messages.)

Certainly there are many communities where such content is clearly considered indecent, and its authors sometimes gleefully intend to annoy members of those communities. Note that such hate speech is already censored on various university campuses, and is a crime in Canada.

California Senator Dianne Feinstein and various members of the Clinton administration have already called for prohibiting Internet access to information about bomb making, drugs, etc.

And of course, there is the CDA's statutory prohibition against distributing any information about abortion. The *current* attorney general, Janet Reno, has decided that that part is unconstitutional and has said that she will not enforce it—but that is obviously not binding on future attorneys general.

And finally, just think of the possibilities if CDA enforcers choose to use the shiny new half-billion-dollar national wiretap system that Clinton requested in 1994, that the Democrats enacted, and that the administration and FBI have demanded be installed by October 1997!

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Pornography Vs. Obscenity

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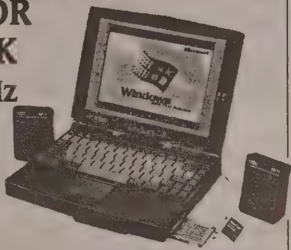

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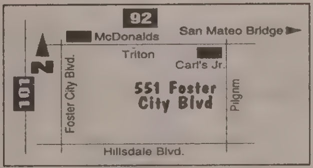

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felons—right? They know the difference between pornography, which is protected but can be regulated as to the location of its sources, and obscenity, now prohibited, online.

If it's not online, obscenity is a crime only if it meets three tests, defined in *Miller v. California* (413 U.S. 15, 18 S.Ct. 2607, 2611-2612, (1973):

1. The average person, applying contemporary community standards, would find that the work, taken as a whole, appeals to the prurient interest;
2. The work depicts or describes, in a patently offensive way, sexual conduct specifically defined by the applicable state law; and
3. The work, taken as a whole, lacks serious literary, artistic, political, or scientific value.

Paris Adult Theater I v. Slayton (413 U.S. 49, 60-61, 63, 93 S.Ct. 2607, 2637, 2638, (1973) expanded the reach of the government censors to "consenting adults," who in that case chose to watch an adults-only erotic film at a theater. Chief Justice Warren Burger wrote:

"It concerns the tone of the society, the mode, or to use terms that have perhaps greater currency, the style and quality of life, now and in the future. A man may be entitled to read an obscene book in his room or expose himself indecently there... We should protect his privacy.

"But if he demands a right to obtain the books and pictures he wants in the market, and to foregather in public places—discreet, if you will, but accessible to all—with others who share his tastes, then to grant to him his right is to affect the world about the rest of us, and to impinge on other privacies. Even supposing that each of us can, if he wishes, effectively avert the eye and stop the ear (which, in truth, we cannot), what is commonly read and seen and heard and done intrudes upon us all, want it or not." These citations, thanks to John Cooper.

However, as far as the CDA is concerned, there do not appear to be any legal definitions for terms like "filthy" or "indecent," although the latter has been somewhat addressed by the Federal Communications Commission regarding in-the-clear radio and television broadcasting.

There now, don't you feel better? Now you know exactly what you can and can't say online, in a fax, or over the phone.

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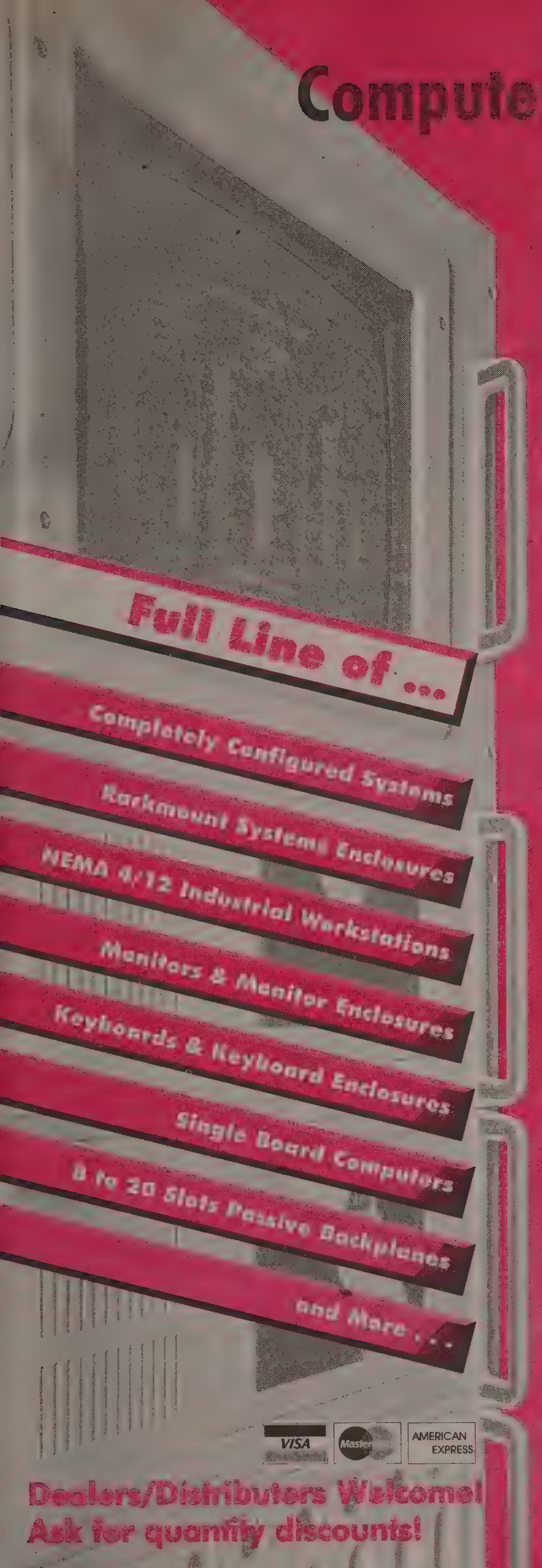

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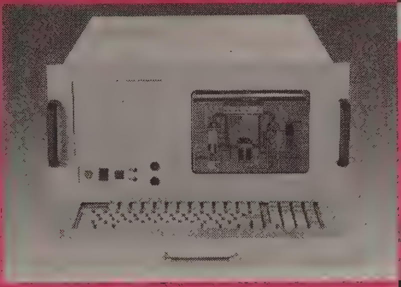

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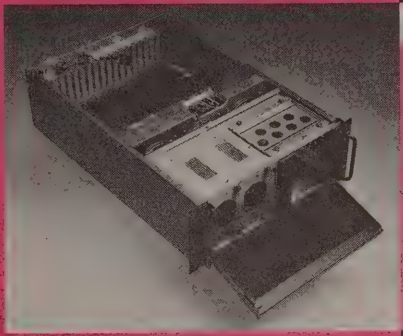

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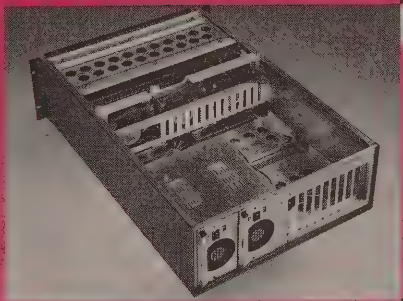

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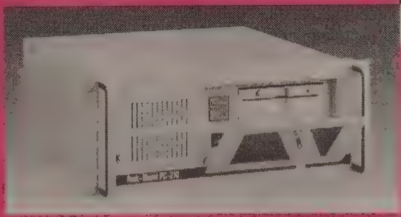

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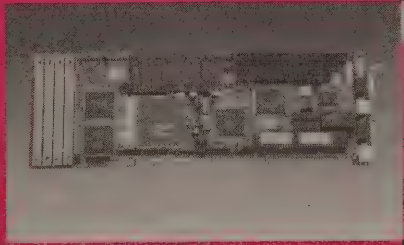

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Letters

OS/2: Can't Get Enough

Hey guys, we love *MicroTimes* a million times more than that dedicated Windows 95 *Computer Currents* because of Fabian Pascal, but we want more coverage of OS/2. OS/2 is now outselling Windows 95 on a daily basis, yet page after page, column after column talks only about the failed joke of an operating program.

Please—expand your OS/2 coverage. Give Fabian another ten pages to really "get down" with OS/2. How about highlighting some of the best OS/2 BBSes in the country, including San Francisco's most active and largest OS/2 membership board: Warp City BBS.

I personally sat down and posted a good 2000-word post on why the members of Warp City love your magazine and why OS/2 users all over the world should subscribe to *MicroTimes*, and ran it in several OS/2 Usenet conferences. Now how about a little more OS/2 attention?

Nick Marc
Sysop, Warp City BBS
San Francisco
BBS (415)771-7334, 28.8K

Zeno's Paradox And Support Pains

Bennett Falk's column [Issue #147] on pricing schemes of Internet service providers regarding shell versus dialup IP pricing schemes shows that he has fallen for a common fallacy, that dialup IP (SLIP, PPP) accounts are cheaper to provide to the end-user.

Falk is correct, that many of the IP-only providers are giving their customers less service than the traditional UNIX account would give them, and that can be a disadvantage to the IP accounts. Most people who chose them are doing so for the obvious reason, GUI Web access. It is possible to get GUI Web access without a direct IP account, but it's somewhat more difficult to explain the process to newcomers.

The basic reason that providers are charging more for what appears to be less service is service. Tech support is a significant part of the cost of doing business for any Internet provider, and I don't know of any provider who's not seen IP accounts require much more tech support than shell-type accounts.

So, unfortunately, the basic reason less costs more is that it costs more. Painful but true. Until the home dialup IP programs get even more user friendly than they are now, the providers will have to provide more support and it will cost more to the end-user.

George William Herbert
via Internet

Luddites: Other Views

Like Marshall McLuhan and Alvin Toffler before him, has Kirkpatrick Sale in his neo-Luddism emphasized too much the externals, the technology, and not enough the character of those wielding it?

For example, if a new-age-believing socialist pushing government control, who considers himself and his cronies an elite better able to rule others than they themselves, who is dictatorially willing to impose his values on society "for the good of the people"—in other words, another Hitler—were to take control of a world government without the balance of other nations to overthrow him as in World War II, technology would allow him to impose a time of suffering for all peoples: yet that same technology in other hands can serve to benefit mankind. How is technology the problem?

There have always been two sides of technological advance—many eighteenth and nineteenth century factory owners, though by far not all, believed that by applying technology they could benefit all of society. For example, before the Luddites, cloth was so expensive that the poor often wore the same set of rags every day for lack of anything else to wear, and even the rich often possessed no more than a few sets of clothing. Technology made clothing, as well as many other manufactured products, more common and in reach of most everyone. Unscrupulous factory owners used their power to oppress their workers.

Instead of railing against technology, shouldn't the new Luddites emphasize character development so that the technology is used wisely?

Karl W. Randolph
via Internet

While I agree with Mr. Sale in his assessment that the values of those that rule our planet are heading us toward disaster, I feel he is abdicating his responsibility by not taking the opportunity to use technology to redirect history.

The Internet presents an unprecedented publishing vehicle to reach an ever growing population of readers, including the captains and lieutenants of industry (exactly the ones he feels are steering us toward global calamity). By refusing to understand and use technology, he is missing his best chance to save us.

He, and others like him, could engage the world in a discussion of issues critical to our survival. Instead, he chooses to underestimate the receptivity and power resting in the world's population.

Mr. Sale also misses the opportunity to champion some growing positive ecological opportunities offered by technology. Examples are telecommuting and home businesses, which reduce the burning of fossil fuels and allow people to regain the cottage business lifestyle he is promoting. A personal example of this is a business my wife has on the Internet (*http://thecottage.com*) promoting crafts made at home.

As Mr. Sale totally indicts technology, and refuses to use the best tools his craft has available, he misses perhaps the last chance to help reverse our slide to destruction. I hope he overcomes his preconceptions and meets the enemy head on with their own tools.

Frank Kliewer
via Internet

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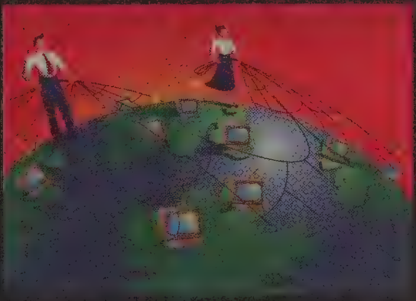

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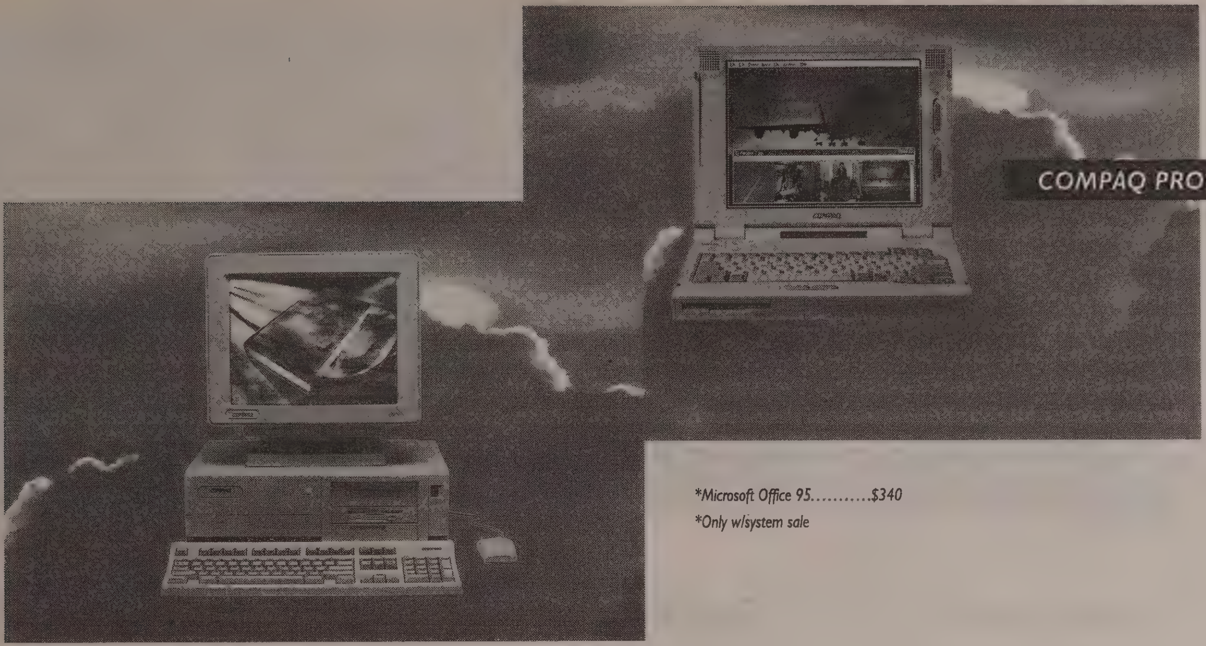

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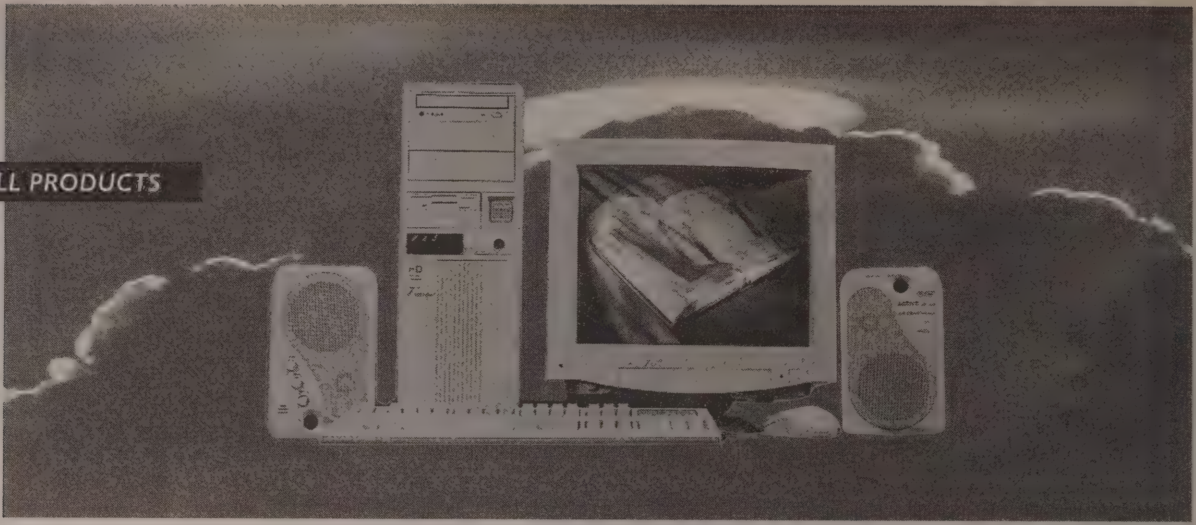

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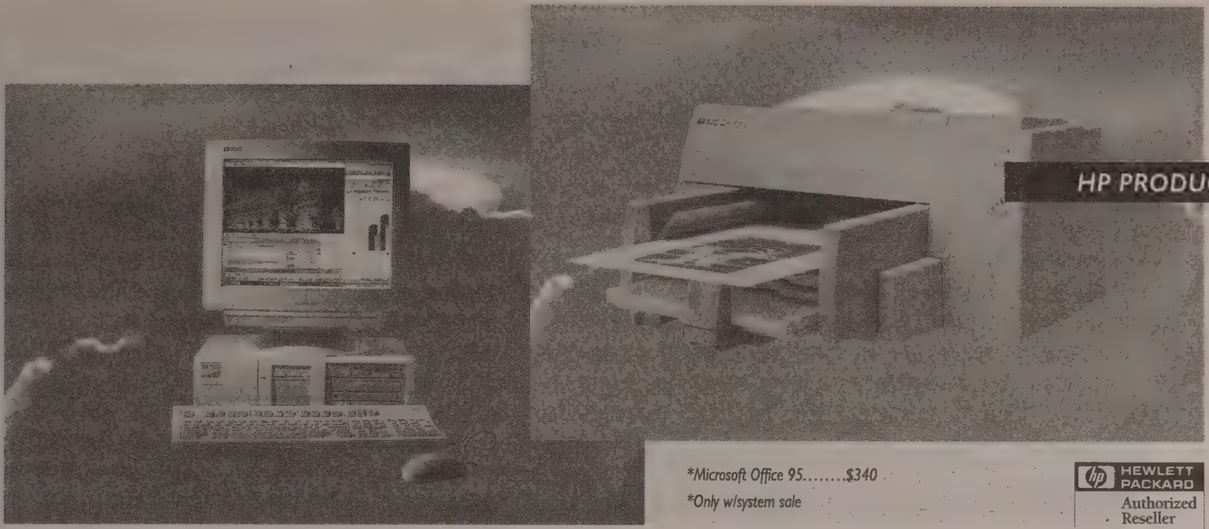

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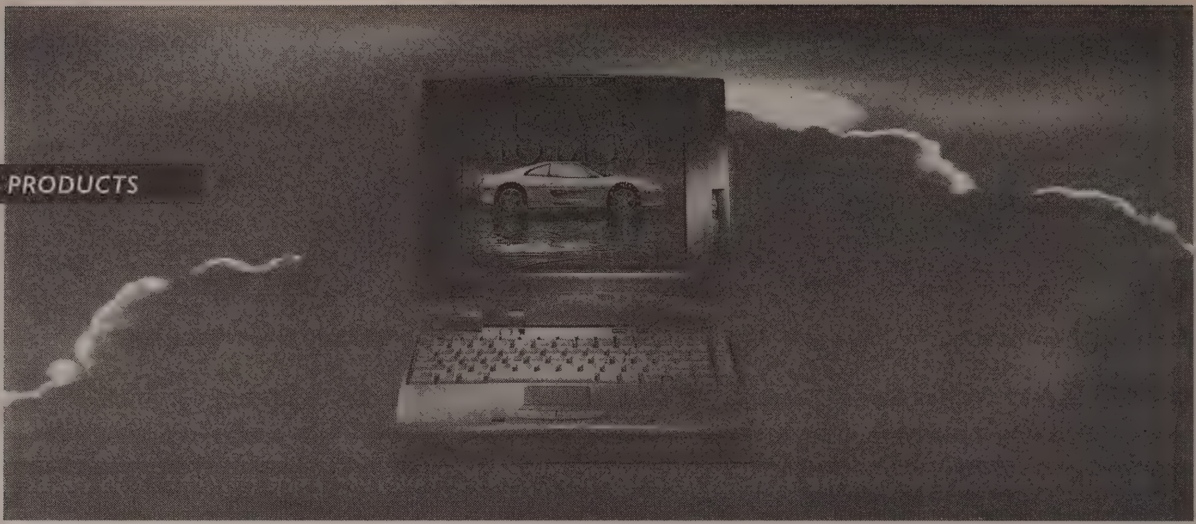

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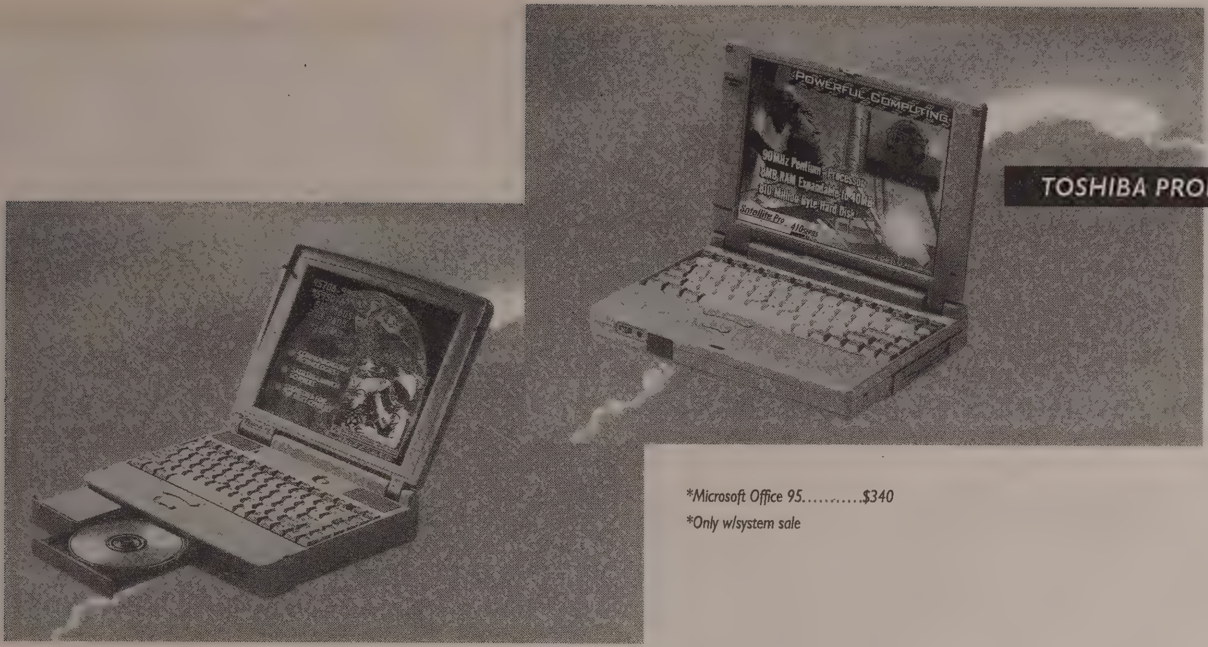

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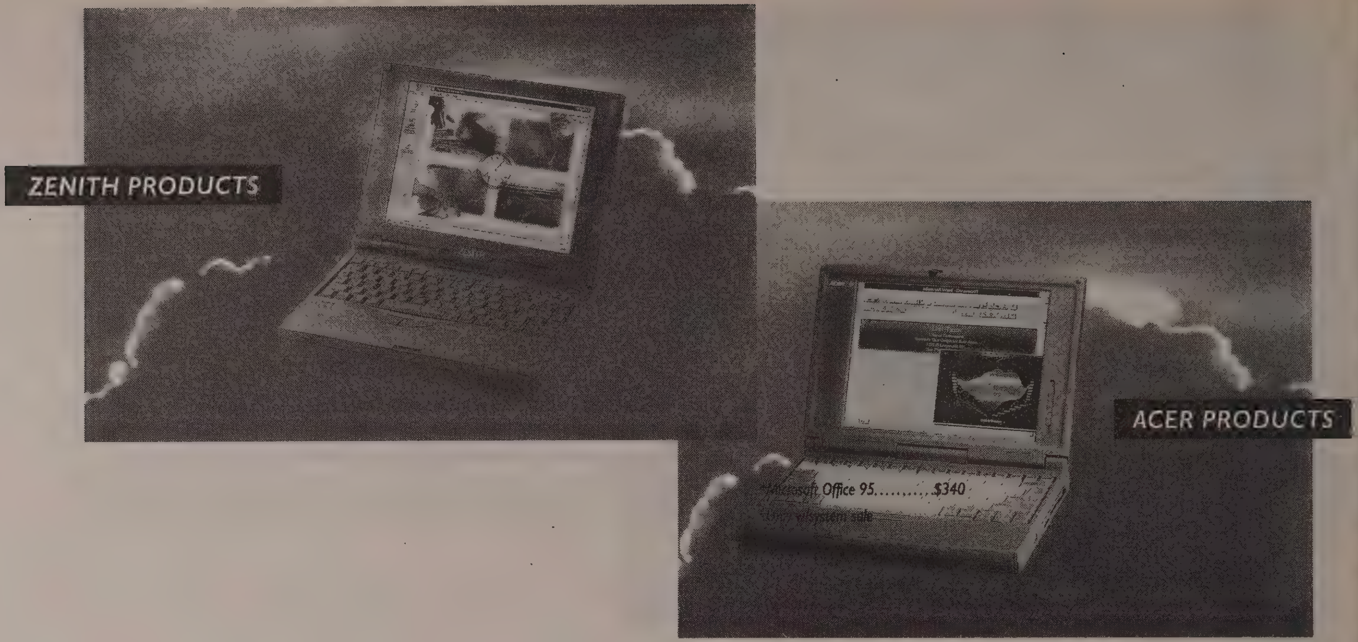

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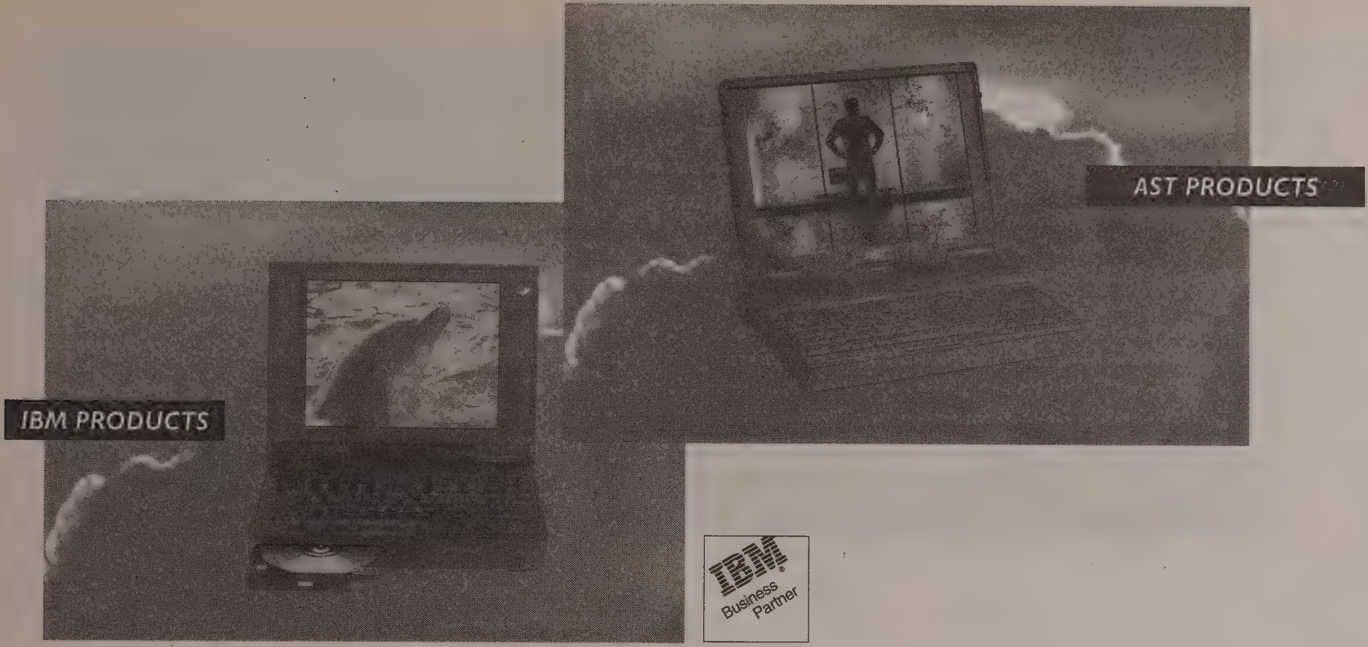

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AST *Ascentia 950N*

- *75 MHz Pentium® Processor*
- *8MB Ram Exp To 40MB*
- *500MB HDD (DSTN) / 800MB HDD (TFT)*
- *SoundBlaster 16 & Speaker*
- *10.4" DSTN/TFT VGA*
- *MS Windows '95*
- *3 Year Warranty*

DSTN PN 501744–201.... **$2095**
TFT PN 501744–301.... **$2329**

IBM *Thinkpad 760CD*

- *90 MHz Pentium® Processor*
- *8MB Ram Exp To 40MB*
- *1.2GB HDD/1.44MB FDD*
- *12.1" TFT VGA*
- *Internal CD Rom Drive*
- *Windows '95*
- *3 Year Int'l Easy Serve Warranty*

PN 9546U11....... **$6579**

AST *Ascentia 950NL M120*

- *120 MHz Pentium® Processor*
- *8MB Ram Exp To 40MB*
- *800MB HDD (DSTN) / 1.2GB HDD (TFT)*
- *SoundBlaster 16 & Speaker*
- *11.8" DSTN/TFT VGA*
- *MS Windows '95*
- *3 Year Warranty*

DSTN PN 501898–301.. **$4599**
TFT PN 501898–401... **$4929**

IBM
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AST®
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HD COMPUTER

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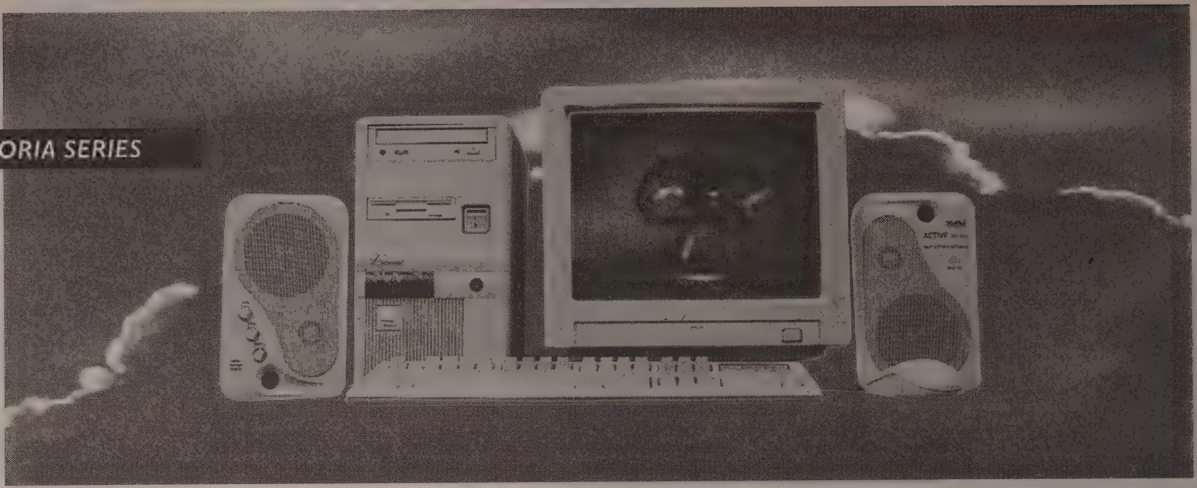
VICTORIA SERIES



Victoria White

Pentium® Pro Processor Server

- *Asus Pentium Pro® w/256K Cache Motherboard*
- *Intel® Pentium® Processor-Based Server*
- *16MB Ram Exp. to 512MB*
- *3 1/2" 1.44MB Floppy Disk Drive*
- *104 Key Enhanced Keyboard*
- *Seagate 2.0GB SCSI Hard Disk*
- *Adaptec 2940 PCI SCSI Controller*
- *2-16550 Serial Ports & 1-Parallel Port*
- *Diamond Stealth 64 PCI w/1MB*
- *Full Tower Case w/230 W Power Supply*
- *15" 1280 x 1024 Non-Int, Flat Screen, .28 Dpi*
- *HP 1534ADAT 2.0 GB SCSI Tape Back-Up*
- *TOSHIBA 3701 SCSI 6X CD-ROM*
- *3COM 3C590 PCI Combo Ethernet Card*
- *Microsoft Bus Mouse & Mouse Pad*

150MHZ	**$5195**
180MHZ	**$5395**
200MHZ	**$5795**

Victoria Magenta

CAD Station

- *Asus Triton Pentium® Motherboard*
- *256K Pipeline Cache Exp To 512K*
- *32MB EDO RAM Exp To 128MB*
- *Mid Tower Case w/230 w/Power Supply*
- *104 Key Enhanced Keytronic Keyboard*
- *Teac 1.44MB 3 1/2" Floppy Disk*
- *Seagate 2.0GB Enhanced IDE Hard Disk*
- *PCI Enhanced IDE Controller*
- *2-16550 Serial & One Par Port*
- *Matrox MGA Millenium PCI w/2MB WRAM*
- *ViewSonic 17PS 1600x1280 .25 Monitor*
- *Summasketch III 12x12 4 Button Digitizer*
- *Teac Internal 6x EIDE CD-ROM*
- *MS DOS 6.2 & Windows for Workgroups*

133MHZ	**$3395**
150MHZ	**$3495**
166MHZ	**$3695**

Victoria Yellow

Online System

- *Intel® Endeavor Pentium® Chip-Based Motherboard w/256K*
- *Intel® Pentium® Processor-Based Server*
- *8MB Ram Exp. to 256MB*
- *3 1/2" 1.44MB Floppy Disk Drive*
- *104 Key Enhanced Keyboard Windows 95*
- *1.2GB Enhanced IDE Hard Disk*
- *PCI Enhanced IDE Controller*
- *2-16550 Serial Ports & 1-Parallel Port*
- *Diamond Stealth 64 PCI w/2MB DRAM*
- *Mid Tower Case w/230 W Power Supply*
- *15" 1280 x 1024 Non-Int, Monitor*
- *TOSHIBA 6X Enhanced IDE CD-ROM*
- *Sound Blaster 16 + 50 Watt Stereo Speaker*
- *Microsoft Serial Mouse & Mouse Pad*
- *Microsoft Windows 95*
- *NetScape Navigator*
- *28.8 Internal Fax/Modem*

100MHZ	**$1795**
120MHZ	**$1845**
133MHZ	**$1945**
150MHZ	**$2045**
166MHZ	**$2245**

Victoria

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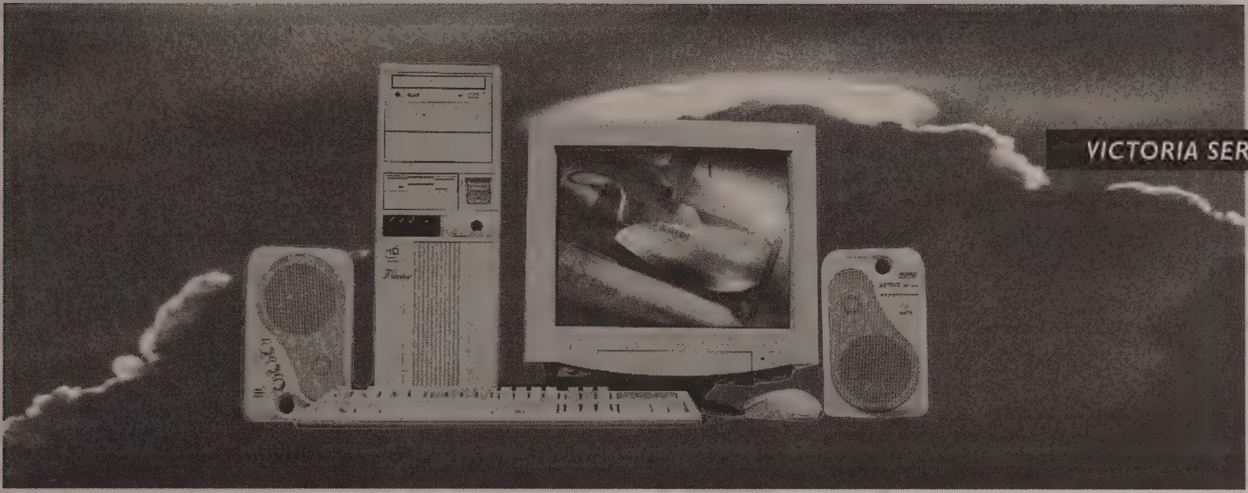

**Microsoft Office 95..........$340*

**Only w/system sale*

Victoria Gray

- *Pentium® Chip Based Motherboard w/256k Cache*
- *Intel Pentium Processor and CPU FAN*
- *16MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1.6GB EIDE Hard Drive*
- *17" Non-Interlaced Monitor*
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- *28.8 INT Fax/Modem*
- *ON Board PCI Enhanced IDE Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *104-KEY Enhanced Keyboard Windows 95*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft Windows 95*

Impression 6X Kit

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- *16 Bit Sound Card & Stereo Speaker*
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120MHZ	**$2445**
133MHZ	**$2545**
150MHZ	**$2645**
166MHZ	**$2845**

Victoria Red

- *Intel® Endeavor Triton Chip-Based Motherboard w/256k Cache*
- *Intel® Pentium® Processor and CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1 GB SCSI Hard Drive*
- *15" Non-Interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card w/2MB DRAM*
- *28.8 INT Fax/Modem*
- *Adaptec 2940 PCI SCSI Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230 w/Power Supply*
- *104-KEY Enhanced Keyboard Windows 95*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft Windows 95*
- *Six Speed EIDE CD ROM*

100MHZ	**$1895**
120MHZ	**$1945**
133MHZ	**$2045**
150MHZ	**$2145**
166MHZ	**$2345**

Victoria Blue

- *Pentium® Chip-Based Motherboard w/256k Cache*
- *Intel® Pentium® Processor and CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1.0GB SCSI Hard Drive*
- *MAG DX 1595 Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card w/2MB VRAM*
- *28.8 INT Fax/Modem*
- *Adaptec 2940 PCI SCSI Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230 w/Power Supply*
- *104-KEY Enhanced Keyboard Windows 95*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft Windows 95*
- *Six Speed SCSI CD ROM*

100MHZ	**$2245**
120MHZ	**$2295**
133MHZ	**$2395**
150MHZ	**$2495**
166MHZ	**$2695**

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TOSHIBA 3701 6x SCSI	$229

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CSD-760S 4X Speed SCSI w/Adaptec 1515	$199
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INTEL (w/o CPU)
Endeavor w/512k Pipeline	$369
Endeavor w/256k Pipeline	$299
Endeavor w/256k	$289
Zappa w/256k	$219

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Dual Pentium® ISA PCI w/256k	$399
Triton w/256k Pipeline	$219
Triton w/256k	$199
486 PCI VLB w/256k	$149
486 VLB DX4 w/256k	$129

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Graphics Ultra Pro Turbo 64 PCI/4MB	$459
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GPD 1425 1024x768	$349
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GPD 15SF2 1280x1024 .25	$519
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EMail: hd@sc.hdcomputer.com

FROM:____________________
Company Name:____________________
Name:____________________
TEL:____________________
FAX:____________________
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SYSTEM	☐ AMD 486 ☐ INTEL 486 ☐ INTEL PENTIUM ☐ P-6 ☐ NexGen 586
CLOCK SPEED	☐ 66 MHz ☐ 75 MHz ☐ 80 MHz ☐ 90 MHz ☐ 100 MHz ☐ 120 MHz ☐ 133 MHz ☐ 150 MHz ☐ 166 MHz ☐ 180 MHz ☐ 200 MHz
BUS FOR PENTIUM®	☐ PCI/ISAz ☐ PCI/ISA (Dual CPU) ☐ PCI/EISA (Dual CPU)
BUS FOR 486	☐ PCI/ISAz ☐ PCI/VL/ISA ☐ VL/ISA ☐ EISA/VL
CACHE	☐ 128 K ☐ 256 K ☐ 512 K ☐ 1 MB ☐ PIPELINE
MEMORY	☐ 4 MB ☐ 8 MB ☐ 12 MB ☐ 16 MB ☐ 24 MB ☐ 32 MB ☐ 64 MB ☐ 128 MB ☐ 256 MB ☐ EDO
CASE	☐ DESKTOP ☐ TOWER+230W ☐ MINI+230W ☐ MID+230W ☐ FULL+230W
KEYBOARD	☐ 101 KEY ☐ MS NATURAL ☐ 104 KEY
FLOPPY A	☐ 1.2 MB ☐ 1.44 MB ☐ DUAL/2.88 MB
FLOPPY B	☐ 1.2 MB ☐ 1.44 MB ☐ DUAL/2.88 MB
HARD DRIVE	☐ 540 MB ☐ 850 MB ☐ 1.0 GB ☐ 1.2 GB ☐ 1.6 GB ☐ 2.0 GB ☐ 4.3 GB ☐ 9.0 GB
CONTROLLER	☐ IDE ☐ E-IDE ☐ SCSI ☐ PCI ☐ EISA ☐ VLB
I/O PORT	☐ 2S1P ☐ 2S1P1G ☐ 2S/16550/1P
VIDEO CARD	☐ MGP ☐ SVGA ☐ VLB ☐ PCI ☐ 1 MB ☐ 2 MB ☐ 4 MB ☐ 8 MB
MONITOR	☐ 14" ☐ 15" ☐ 17" ☐ 20" ☐ 21"
FAX MODEM	☐ EXTERNAL ☐ INTERNAL ☐ 1.44 K ☐ 28.8K
TAPE BACKUP	☐ EXTERNAL ☐ INTERNAL ☐ AT BUS ☐ DAT 2 GB ☐ DAT 4 GB ☐ SCSI ☐ 350 MB ☐ 700 MB ☐ 800 MB ☐ 1.4 GB
CD ROM	☐ EXTERNAL ☐ INTERNAL ☐ 4X ☐ 6X ☐ 8X
SOUND CARD	
MOUSE	☐ MICROSOFT ☐ LOGITECH ☐ GENERIC ☐ SERIAL ☐ BUS ☐ TRACKBALL
SOFTWARE	☐ WINDOWS 3.11 FOR WORKGROUP ☐ OS/2 ☐ WINDOWS 95 ☐ WINDOWS NT ☐ DOS 6.22 & WINDOWS 3.11
NETWORK CARD	☐ ISA ☐ EISA ☐ VLB ☐ PCI
OPTIONS	______________________________

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EMAIL: hd@sc.hdcomputer.com

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2530 WATT AVE., SACRAMENTO, CA 95821
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HD COMPUTER

Insights *continued from page 18*

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	SOFTWARE										
OTC	Adobe	ADBE	37.06	34.38	-2.69	-7.25	27	0.20	0.58	74.25	30.00
OTC	Autodesk	ACAD	37.00	37.75	0.75	2.03	21	0.24	0.64	53.00	27.75
OTC	Borland (H)	BORL	20.06	20.00	-0.06	-0.31	-	0.00	0.00	21.25	7.75
OTC	Informix (H)	IFMX	30.75	34.00	3.25	10.57	45	0.00	0.00	36.75	16.63
OTC	Microsoft	MSFT	98.75	102.38	3.63	3.67	35	0.00	0.00	109.25	68.75
OTC	Novell (L)	NOVL	13.50	12.50	-1.00	-7.41	15	0.00	0.00	23.25	11.38
OTC	Oracle (H)	ORCL	51.19	48.88	-2.31	-4.52	42	0.00	0.00	55.00	28.00
OTC	Software Publishing	SPCO	3.00	3.44	0.44	14.58	-	0.00	0.00	5.13	2.19
OTC	Symantec	SYMC	13.13	12.56	-0.56	-4.29	-	0.00	0.00	33.25	9.88
	HARDWARE										
OTC	Apple (L)	AAPL	27.63	25.88	-1.75	-6.33	19	0.48	1.86	50.13	25.00
OTC	AST Research (L)	ASTA	7.50	5.88	-1.63	-21.67	-	0.00	0.00	19.13	5.50
NYS	Compaq	CPQ	49.88	39.75	-10.13	-20.30	14	0.00	0.00	56.75	31.13
NYS	Digital Equipment	DEC	70.50	64.38	-6.13	-8.69	24	0.00	0.00	76.50	31.50
OTC	Dell	DELL	31.38	33.38	2.00	6.37	13	0.00	0.00	49.38	21.25
NYS	Hewlett-Packard (H)	HWP	88.50	99.63	11.13	12.57	20	0.80	0.80	104.13	59.13
NYS	IBM (H)	IBM	114.25	119.88	5.63	4.92	17	1.00	0.83	128.88	81.25
NYS	Silicon Graphics	SGI	26.75	24.25	-2.50	-9.35	19	0.00	0.00	45.63	21.13
OTC	Sun Microsystems (H)	SUNW	47.50	45.88	-1.63	-3.42	20	0.00	0.00	57.13	16.38
NYS	Xerox	XRX	130.75	133.13	2.38	1.82	-	3.48	2.61	144.63	109.38
NYS	Tandy	TAN	43.50	46.75	3.25	7.47	15	0.80	1.71	64.38	34.13
	CPU'S										
NYS	Advanced Micro Devices	AMD	20.25	17.75	-2.50	-12.35	6	0.00	0.00	39.25	16.13
OTC	Intel	INTC	58.00	59.00	1.00	1.72	15	0.16	0.27	78.38	40.13
NYS	LSI Logic	LSI	32.75	28.25	-4.50	-13.74	15	0.00	0.00	62.50	22.50
NYS	Motorola	MOT	55.75	55.63	-0.13	-0.22	19	0.40	0.72	82.50	44.75
	COMMUNICATIONS										
NYS	AT&T	T	67.25	61.38	-5.88	-8.74	-	1.32	2.15	68.88	47.88
NYS	BellSouth Corp.	BLS	41.50	36.25	-5.25	-12.65	23	1.44	3.97	45.88	29.13
OTC	MCI	MCIC	30.00	28.13	-1.88	-6.25	35	0.05	0.18	31.00	19.09
NYS	Northern Telecom	NT	50.38	49.00	-1.38	-2.73	26	0.44	0.90	50.88	31.50
NYS	Pacific Telesis	PAC	31.50	26.38	-5.13	-16.27	11	2.18	8.27	35.25	25.63

KEY: NY. = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	10
DECLINES	19
UNCHANGED	0
NEW HIGHS	6
NEW LOWS	3

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Hewlett-Packard	$	11.13
LARGEST DOLLAR LOSER	Compaq	$	-10 13
LARGEST PERCENTAGE GAINER	Software Publishing	14 58	%
LARGEST PERCENTAGE LOSER	AST Research	-21.67	%

	CLOSE 02/14/96	CLOSE 03/15/96	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	7647.58	7381.90	-265.68	-3.47
DOW JONES INDUSTRIAL AVERAGE	5579.55	5584.97	5.42	0.10
STANDARD & POOR'S 500 INDEX	655.58	640.87	-14.71	-2.24
N.Y.S.E. COMPOSITE	349.35	343.39	-5.96	-1.71
NASDAQ COMPOSITE	1088.03	1099.59	11.56	1.06

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
08/02/95	7501.51	4665.85
08/30/95	7787.50	4604.57
09/27/95	7831.95	4762.35
10/24/95	7807.96	4783.66
12/13/95	7945.37	5216.47
01/22/96	7157.50	5219.36
02/14/96	7647.58	5579.55
03/15/96	7381.90	5584.97

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Technology stocks took in on the chin for the month ending March 15, 1996, due to companies' warning of earnings and slowing demand. Specifically, the MicroTimes Stock Index dropped 265.58 points, or 3.47%, to close at 7381.90. In comparison the Dow Jones Industrial Average rose 5.42 points, or 0.10%, to 5584.97, while the S&P 500 Index slipped 14.71 points, or 2.24%, to close at 640.87. The MT Index read as follows: Declining issues outpaced advancing issues by a 19-to-10 count, and there were six new 52-week highs versus three new 52-week lows.

Turning To The Stocks In The MicroTimes Index:

Compaq Computer Corp. said it will step up promotions and cut PC prices to meet its sales plan, which will put pressure on gross margins. In addition, several analysts cut their ratings on Compaq Computer due to the company's announcement that its first quarter sales and earnings would fall below expectations, Bear Stearns downgraded Compaq to "attractive" from "buy," and Hambrecht & Quist analyst Todd Bakar cut his raring on Compaq to "hold" from "strong buy." Compaq emerged as the largest dollar loser in our index as it dropped 10.13 points, or 20.30%, to close at $39.75.

LSI Logic was off 4.50 points, or 13.74%, to the tune or $28.25. The company's stock dropped upon its warning of disappointing profits and slowing demand. Analysts had predicted first quarter revenues of $350 million, which is unchanged from 1995's fourth quarter, and earnings of $0.46 a share. LSI's first quarter of 1995 posted profits of $45.3 million, or $0.71 a share, on revenues of $280.2 million.

Lucent Technologies, the AT&T Corp. unit, filed with the Securities and Exchange Commission for the initial public offering of up to 111.0 million common shares. After the offering, AT&T will own approximately 80.4% to 82.5% of the company's outstanding common stock. AT&T plans to divest its ownership interest in the company by the end of the year through a tax-free distribution to its shareholders. Shares of AT&T slid 5.88 points, or 8.74%, to close at $61.38.

Hewlett-Packard said it is teaming up with Microsoft Corp. to offer a new line of personal computers aimed at small businesses. The computers, which are part of the H-P's Vectra Series 500 computers, will come preinstalled with Microsoft business productivity and other application software. Hewlett-Packard emerged as the largest dollar gainer in our index as it jumped 11.13 points, or 12.57%, to close at $99.63. ■

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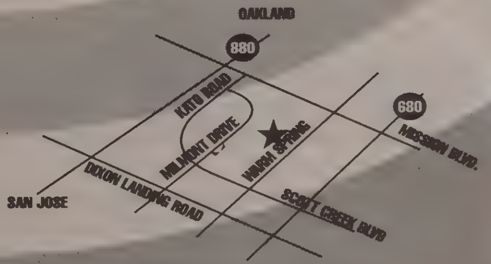

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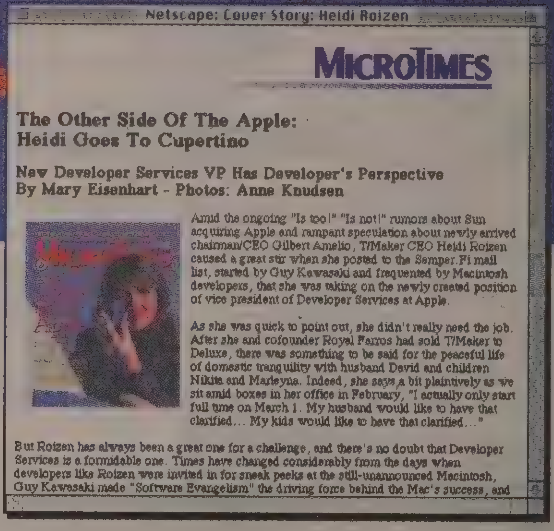

Netscape: Cover Story: Heidi Roizen
MICROTIMES

The Other Side Of The Apple: Heidi Goes To Cupertino

New Developer Services VP Has Developer's Perspective
By Mary Eisenhart - Photos: Anne Knudsen

Amid the ongoing "Is too!" "Is not!" rumors about Sun acquiring Apple and rampant speculation about newly arrived chairman/CEO Gilbert Amelio, T/Maker CEO Heidi Roizen caused a great stir when she posted to the Semper.Fi mail list, started by Guy Kawasaki and frequented by Macintosh developers, that she was taking on the newly created position of vice president of Developer Services at Apple.

As she was quick to point out, she didn't really need the job. After she and cofounder Royal Farros had sold T/Maker to Deluxe, there was something to be said for the peaceful life of domestic tranquility with husband David and children Nikita and Marleyna. Indeed, she says a bit plaintively as we sit amid boxes in her office in February, "I actually only start full time on March 1. My husband would like to have that clarified... My kids would like to have that clarified..."

But Roizen has always been a great one for a challenge, and there's no doubt that Developer Services is a formidable one. Times have changed considerably from the days when developers like Roizen were invited in for sneak peeks at the still-unannounced Macintosh, Guy Kawasaki made "Software Evangelism" the driving force behind the Mac's success, and

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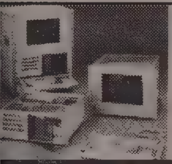

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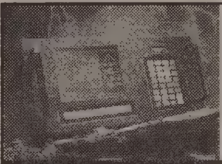

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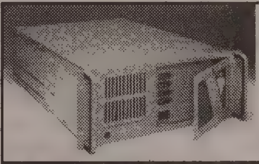

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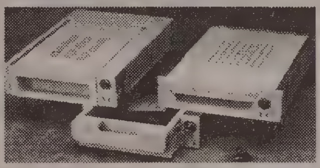

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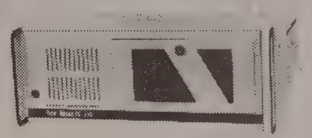

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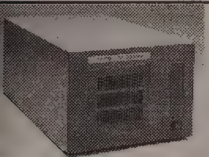

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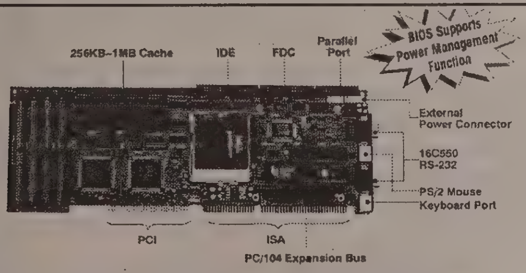

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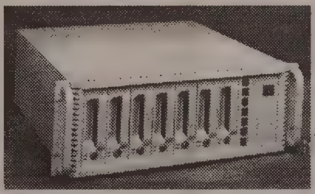

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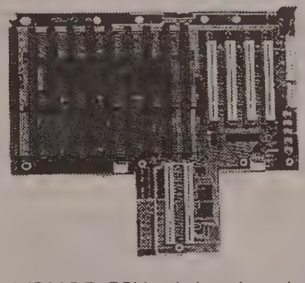

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○ 166 ○ 150 ○ 133 ○ 120 ○ 100 ○ 90 ○ 80 ○ 75 ○ 66 ○ 60
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CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ 1MB ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB
MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync
HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB
FAX MODEM: ○ Internal ○ External ○ 9600bps ○ 14400bps ○ 28800bps
CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower
VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen
OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately
CD ROM DRIVE: ○ Internal
○ IDE ○ SCSI ○ External
CD ROM TITLES INCLUDED:
○ 1-5 ○ 5-10 ○ 11+
SPEED ○ 2X ○ 4X ○ 6X ○ 8x
○ BRAND NAME ○ No Brand Name Preference
CD ROM Brand Name and Model Number
SOUND CARD ○ 16Bit ○ 32Bit
SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4
SCREEN TYPE: ○ Mono
○ Dual Scan Color ○ Active Color
PCMCIA SLOT: ○ Type I
○ Type II ○ Type III ○ Type IV
○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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STEP SIX: UPGRADES & PERIPHERALS: ○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner ○ Zip Drive

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My Palmtop Passes On

And The Psion 3a Moves In

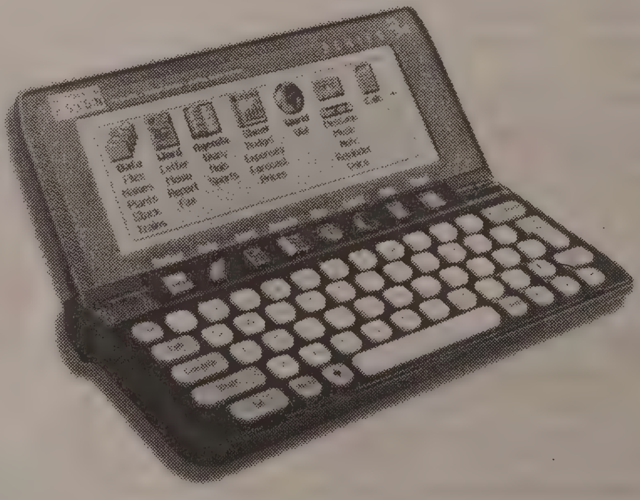
Although I've been writing a column on PDAs and palmtops for a few years now, and I've owned organizers ever since the original Sharp Wizard days (the OZ-7000, remember that? I have many fond memories of that seminal machine), in the last few years I haven't needed a machine more powerful than my trusty (though somewhat basic) Casio SF-R20—until recently.

I've used everything from the Apple Newton to the Sony MagicLink, but until recently I've never really felt a pressing need to permanently replace my old Casio; it was usable, with a good built-in spreadsheet and basic organizer functions, and though it was a little difficult to use in some ways, it had the basic features I needed (except for very good communications support).

When people asked me which machine I'd recommend for them, however, I'd often say that, all things considered (and of course it depends on the user), one of the overall best bets was the Psion 3a. It's a little pricey, and it doesn't have pen input or handwriting recognition, but it is one of the most easy-to-use, useful machines I'd seen.

So, when my ancient SF-R20 finally died a few weeks ago, and I decided the time had come to replace it with something new, I decided on the Psion 3a.

I thought about purchasing the HP OmniGo 100, reviewed in the last two issues of *MicroTimes*; its very cool pen/keyboard input system is by far the best I've seen so far. But the lack of memory, some of the software quirks, and the general dimness of the screen finally persuaded me to consider another choice. I looked at the HP 200LX, but as before, I was put off by the difficult keyboard and the somewhat clunky DOS operating system. The 200LX is a good machine for some people, of course, especially those who need DOS compatibility, but it doesn't use memory efficiently and does not multitask the way some other PDAs and palmtops with custom operating systems can. Finally, I decided to take a good, hard look at the Psion Series 3a again.



The Psion Story

The Psion is one of the remarkable success stories of the PDA industry. Sales of the UK-made Psion have steadily increased, seriously challenging the market-leading Sharp Wizard and Zaurus lines. In fact, when Sharp recently announced its new Sharp Zaurus ZR-5700 (see below for details), it was rumored on the net that, when asked the reason for releasing another new Zaurus machine, a Sharp executive said, "We have to do something to keep up with Psion."

Like many palmtops, the Psion uses a custom operating system designed to be efficient on a small computer. Unlike some of the newer machines, however, it does not feature handwriting recognition, and it uses a somewhat slow 8MHz V20 processor. However, in practice the machine performs quite snappily and carries out most of its functions very well indeed. One might attribute this to very clever

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programming and an efficient and clean operating environment.

One of Psion's strategies has been to upgrade its system step by step rather than to release entirely new machines. One reason they can afford to do this is that their existing line is so well designed and extensible to begin with.

Starting with the good infrastructure of their multitasking operating system, and building on a relatively spacious and serviceable keyboard, a clear icon-based control bar, and a very readable and relatively large screen, the Psion started from a position of strength and proceeded from there. The Series 3a, the successor to the Series 3, came out in 1994 with a base RAM of 256K, a larger screen (four times the resolution of the original Series 3), a faster processor (twice the speed of the 3), and a built-in spreadsheet; the basic hardware has not changed much since then.

However, during the interim they have upped the base RAM and added new higher-end models with even more RAM, a thesaurus and spell check, and other features. The basic machine remains the same, and previous users can often upgrade their machines to similar levels of functionality by adding cards to expand memory or add applications. In this way they keep upping the ante on their competition, yet they do not have to do much in the way of major hardware or operating system redesign because their original design was so good to begin with. Since old users can simply upgrade their machines, the units have the added cachet of being longer-lived than some from other manufacturers.

The newest high-end Psion 3a comes with 2MB of RAM. Seems like an almost endless amount for an organizer. But it's possible to fill up that RAM in all sorts of ways.

When A Meg Is Not Enough

Much as I love my pocket computers, I tend to use them as primarily just five things: an address book, a scheduler, a notepad, a spreadsheet/souped-up calculator, and a terminal emulator (when I don't want to carry around a laptop just to check my email). Most of the time this doesn't require more than a few hundred kilobytes of storage, so the 1MB unit seemed at first to be plenty big. In fact, I thought I might get away with just 512K of RAM, so that's what I first picked up.

The 512K Psion costs around $380–$400 street. This seemed like a good deal, and I figured if I needed more storage later I could add a RAM card (the Psion doesn't take regular PCMCIA cards, but it does have two proprietary slots for RAM expansion and other things). This is plenty of RAM for doing the five basic functions I outlined above, at a low level at least. However, Psion did not include the spell check or thesaurus in the 512K model. I decided it was worth the extra $100 to get the 1MB RAM and the spell check/thesaurus. I didn't realize how quickly even 1MB could be exhausted when you have things to put in it...

Of course I also needed connectivity (the "hidden cost" of owning a palmtop) and so I purchased PsiWin connectivity software for an additional $100. PsiWin includes a Windows File Manager-like interface for handling transfers to and from the Psion; you see the Psion's internal drive as though it were just another drive in a File Manager-style application. (It doesn't act like a true network—only the Psion Manager app can see the Psion drive—but it works well.) In addition to file management, PsiWin also provides excellent conversion capabilities, allowing you to convert files from a variety of word processing, spreadsheet, and database formats (including Word for Windows 6.0/7.0, Excel 5.0, and many others). It preserves what formatting and formula information it can, and does it all semi-transparently.

No sooner did I get this home than I realized I might be filling up the capacity of even this machine. The 1MB Psion 3a, unlike other palmtops with similar total RAM, actually leaves around 700–800K free for RAM disk storage (depending on how many applications you choose to run at once, and the size of those applications). That seems like a lot. But the Psion also packs more built-in functionality than a lot of PDAs.

There should be some kind of rule that says storage needs always expand to fill the available space. No sooner had I gotten comfortable with my new palmtop than I decided to load all sorts of stuff on it that I would normally only work with on a full-sized computer. This is due to the relatively powerful built-in apps.

The word processor in the 3a is quite full-featured; although it handles documents only up to around fifteen to twenty pages in length, it can do boldface, italics, underlines, and different fonts and font sizes. (With PsiWin you can even have the Psion import TrueType fonts—they don't display as they would print, but they do print correctly when printing via a PC using PsiWin.) It allows for style sheets, templates, and other features not often found in organizers or even some PDAs. This column, for example, was written entirely on the Psion (as well as creating an RTF file for it and uploading it via modem). I have even been able to sidestep the file size limitation by writing a Microsoft Word macro that automatically splits and rejoins large Word files for formatted editing on the Psion.

The spreadsheet, though not as full-featured as the Lotus 1-2-3 on the HP 200LX, still

One of Psion's strategies has been to upgrade its system step by step, rather than to release entirely new machines. One reason they can afford to do this is that their existing line is so well-designed and extensible to begin with.

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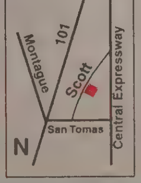

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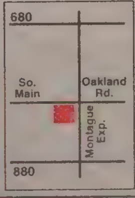

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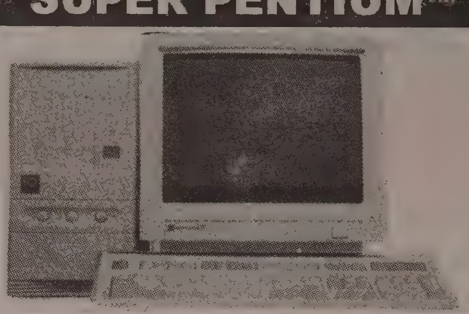

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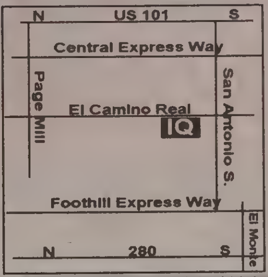

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can handle medium-sized sheets around 30K or so (and it is quite efficient with memory). It has a simple graphing functionality and most of the basic formula power of the more capable 1-2-3. I was able to transfer some real spreadsheets over and do some real work with the machine, however, and this again filled up more precious disk space. I ended up with only a couple hundred kilobytes of space—and I had thought I would have ample room in the 1MB machine!

Another nice feature is the multitasking; I can run a terminal program for communications, the word processor (even open several files at once), a spreadsheet, and other apps at the same time, switching back and forth dynamically, cutting and pasting data between them. It's convenient because you can leave an application open and get to it with just a press of an icon bar button. For example, I've assigned a special button to a set of notes I like to keep track of, so I can switch to it quickly and jot down new notes when needed. This also makes it possible to do more useful work more quickly (the number of open apps is limited, of course, by system RAM).

So, after loading more files onto the Psion than I had originally imagined would be useful, I decided it would be worth it to spring for yet another $100, though it seemed quite excessive at this point, for another megabyte of RAM. I still found ways to fill up even this space, however.

You Can Teach An Old Psion New Tricks

One of the great things about the Psion is the tremendous amount of free- and shareware available. A particularly fruitful archive can be found in Great Britain at *http://sunsite.doc.ic.ac.uk/packages/psion/icdoc/* . A mirror site that is often less busy is *http://asylum.apocalypse.org/ pub/psion/mirror/ic/* . These sites contain all sorts of cool applications and files—hundreds of them—and pointers to other sites are also provided.

With the extra memory I was able to find room for all sorts of public domain and shareware utilities, applications, and even some games. It's almost as good as owning a DOS machine in some ways—there is a lot of third-party software. I've heard over a thousand applications have been written, everything from Tetris to vt100 emulators to airplane navigation aids.

I found a few resources that were particularly interesting:

•The 3a comes with its own built-in BASIC-like programming language called OPL. With OPL you can build your own Psion applications; you can also modify and use existing applications posted on the net. However, the 3a no longer comes bundled with the OPL programming manual. But instead of ordering it from Psion, you can download a text copy from the archive site mentioned above, or you can find a Web version at *http://www.primate.wisc.edu/people/dubois/psion/oplman/psion.html* .

•Notepad by Pelican Software. Notepad is a free-form note taker. It works by letting you jot down brief notes that can be linked to word processing, spreadsheet, and database files. The notes can be arranged hierarchically into sub-notepads, and alarms and schedule dates can also be added, as well as priorities. It's kind of a super to-do list combined with a cute way to organize your files and ideas. It takes up a fair amount of RAM, so I wouldn't recommend it except to those with a 1MB, or better yet a 2MB, unit. Notepad was written in OPL; it's amazing what you can do with it. The most recent version of Notepad can be downloaded from Pelican's

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Web site at *http://ourworld.compuserve.com/homepages/pelican/* .

Another good site for Psion shareware apps is the archive site, *http://www.bris.ac.uk/%7Elwmdcg/Psion/Binaries.html* . Also, check out their page of links at *http://www.bris.ac.uk/%7Elwmndcg/Psion/* .

A very popular shareware app is JBData, a replacement/add-on for the built-in database application. It adds a wide variety of features such as a line view, custom sorting, file merging, search and replace, and password protection.

New Sharp Zaurus

Sharp has announced additions to its successful Zaurus line of PDAs, the ZR-5700 and 5800. These new machines differ from the previous top-end Zaurus primarily in the inclusion of the PenCell spreadsheet and a variety of user-interface enhancements. Unfortunately for current Zaurus users, there is currently no announced way to add PenCell functionality to previous Zaurus machines.

The new Zaurus has about 600K free for user data, and it will support PC Card SRAM cards up to 2MB now, and PCMCIA fax/modems. The ZR-5800 includes the above plus another 1MB of RAM and a backlit screen. The feature enhancements were primarily added in response to user requests.

The new Zaurus has good connectivity in that it has built-in vt100 terminal support; this is useful for people with access to Internet accounts that have a shell dial-in option (i.e., text mode). With a shell account, you can do email and even browse the Web in text mode with Lynx. The HP 200LX also has this capability, though the Psion does not have vt100 built in (there are commercially available vt100 applications, however). ■

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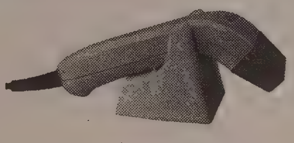

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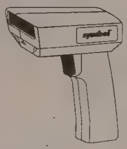

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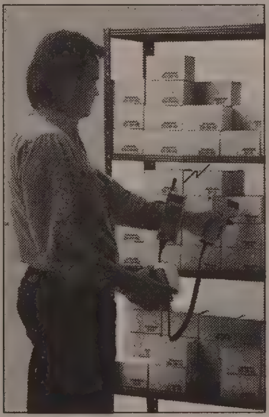

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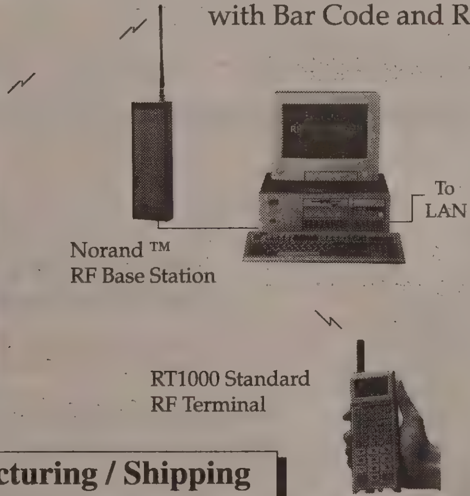

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LAPTOPS • BY ED KAHN

The Connectix QuickCam

Versatile Video In A Small Package

A couple of years ago I reviewed an early digital camera that worked moderately well when connected to a computer. I gave the camera a good review because I thought it could be a useful piece of technology for real estate and insurance professionals. But it was not the kind of thing many people would buy unless they really needed it because it cost somewhere in the $700 range.

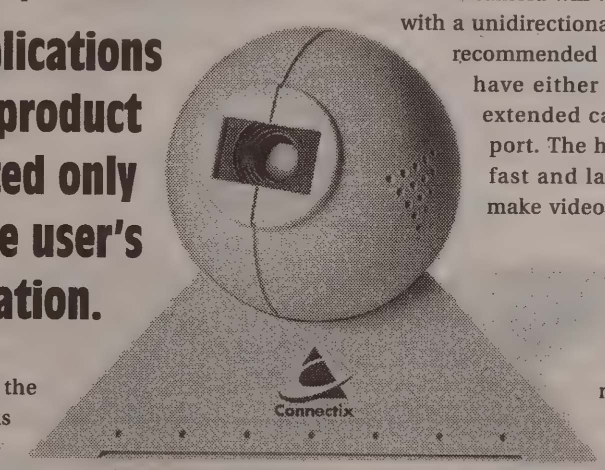
The reason for recalling this old review is to illustrate how rapidly the technology moves forward. This month, I reviewed the Connectix QuickCam, a digital camera that has a street price of under $100 and will take videos as well as still pictures. As a matter of fact, with the Macintosh version or an accessory microphone for the PC version ($9.95) you can actually make videos with sound.

The camera is about the size and shape of a tennis ball and rests on a triangular stand. Point the lens in the direction you want; the camera is designed to sit comfortably on top of a monitor or on a desk, pointed at you. If you have a more sophisticated use in mind, you may want to buy the optional tripod ($14.95). If you are using QuickCam for videoconferencing, you can easily gain privacy by turning the lens down onto a flat surface, thus shielding yourself from its view.

The applications for this product are limited only by the user's imagination. The usefulness of still photos is obvious; the video capability lets you make your own screen savers. Both the stills and movies can be sent over the Internet. Connectix has a bundle of applications on its drawing board, so I doubt that this is the end of its product line.

You can create multimedia greeting cards with new software designed for QuickCam and then send them either on disk or over the Internet. Companies running networks can install these inexpensive cameras on desks throughout the office to facilitate videoconferencing. The time-lapse option makes it perfect for security applications. Newsletters can easily incorporate photos made with the QuickCam. And the QuickCam works in almost all light conditions—even in rooms lighted by no more than a monitor's glow.

The applications for this product are limited only by the user's imagination.



You might think something this versatile is difficult to install and use. On the contrary, it's very simple. To install the software, simply insert either the Windows 95 disk or the Windows 3.x floppy into your computer and run the setup program. After that, plug in the hardware and click the button. Instantly, you will see an image on your screen. The QuickCam produces black-and-white images in up to sixty-four grayscale tones. No color yet.

It does, however, require a relatively powerful computer. First, you need a Super VGA display. Straight VGA has only sixteen gray scales and therefore does not offer enough definition to produce a clear image. In addition, you need a minimum of 4MB of RAM under Windows 3.x for still photos and 8MB for movies. You will need double this amount of memory with Windows 95.

While the camera will work on a computer with a unidirectional parallel port, it is recommended that your computer have either a bidirectional or extended capabilities parallel port. The hard disk should be fast and large if you want to make videos. QuickCam needs about 5MB of disk space for each ten seconds of a movie. You do not save a movie until after you shoot it, at which time you are given the option of compressing the image. There is some loss of quality as you compress, but it is tolerable.

For still photos, QuickCam will work with a 386 or faster processor. For movies, however, you will need a 486DX-66 or faster computer.

Hardware installation involves plugging in two plugs. One is the parallel plug, through which the signals move. If your only parallel port is also used by your printer, Connectix offers a simple A-B switch ($19.95). The second plug goes into the external keyboard port. This provides the tiny amount of current needed to power the camera.

Laptops *continued...*

The QuickCam will have a wide range of uses. However, I recommend that you make sure your equipment is adequate before spending your money. If you have a fairly new, powerful computer with a large hard drive, you should have no trouble.

I tested the QuickCam with two different portable units. The first was an older, 25MHz, 486 notebook computer. I knew that I would not be able to capture movies with this setup, but wanted to see just what the limitations were. The image was nearly useless, primarily because of the VGA display.

I then tried the camera on a powerful new Pentium laptop. In this case, I was stymied by a keyboard port that thought I was plugging in a standalone keyboard. The machine froze up, telling me that it did not recognize my input device. I called the Connectix technical support people and learned that the computer I was using would work fine if I got a splitter connection for the keyboard port. This is an inexpensive device that lets you plug in both an external keyboard and an external mouse. Plug into the keyboard side of the connector and you are on your way. ■

You might think something this versatile is difficult to install and use. On the contrary, it's very simple.

RESOURCES:

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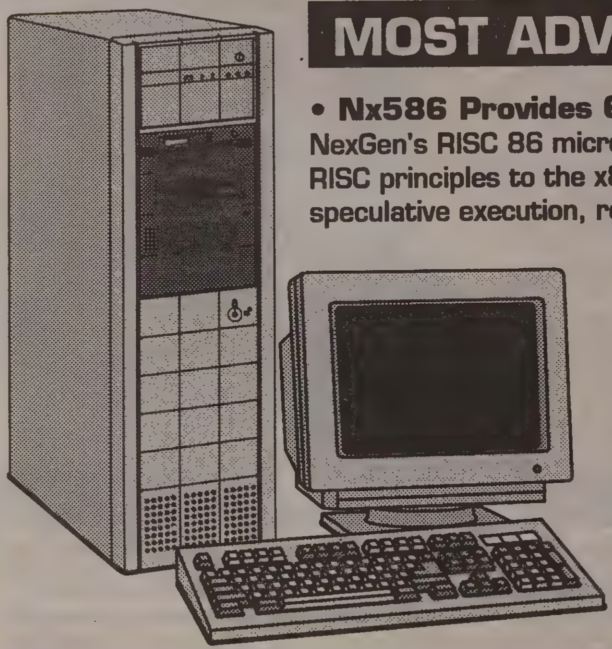

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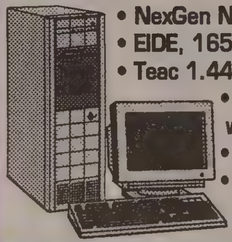

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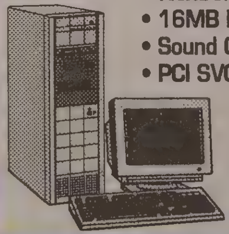

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Computer Of The Month

The Gateway 2000 Solo

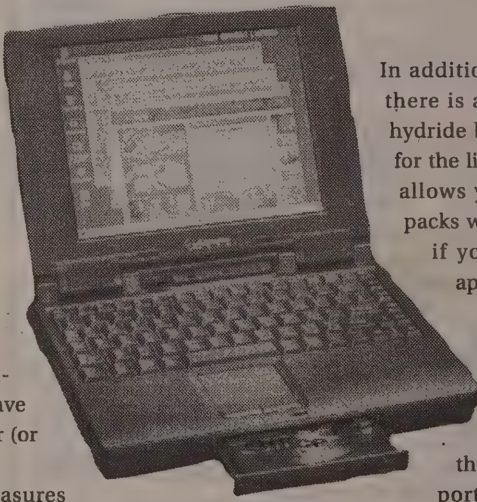
Gateway 2000 has been offering first-rate products for over a decade. The Solo is its new line of multimedia notebooks that come in three basic configurations ranging from a 75MHz Pentium model all the way up to a 120MHz Pentium powerhouse. The system I tested was the middle-range 90MHz model.

These powerful notebook computers come in small packages. They measure 11.8" x 8.8" x 2" and weigh 6.7lbs. with battery and CD-ROM drive installed. They come standard with 16MB RAM, expandable all the way up to 40MB (add $1000). If you want a notebook with less memory, Gateway 2000 will build it that way and reduce the price. The 90MHz configuration comes with an 810MB removable hard drive, although you can get any size drive you want ranging from 540MB all the way up to 1.2GB.

The 3.5" floppy drive that comes with the computer is removable and can be replaced by the quad-speed CD-ROM drive that is also included. Letting the user interchange the floppy and CD-ROM drives in the same compartment keeps the overall weight to a minimum.

There is a built-in microphone as well as an input jack for an external microphone. There are also stereo speakers as well as line out and earphone/speaker jacks. Earphones, by the way, are included. The sound is handled by an integrated 16-bit Sound Blaster-compatible sound card.

The keyboard is designed just the way I like, with cursor control keys and PgUp, PgDn, Home, and End keys conveniently located. I especially like Gateway's inclusion of special Microsoft Windows 95 keys found on many top-of-the-line standalone keyboards. The mouse function is handled by an EZ Pad pointing device. The Solo comes with a single PS/2 port. If you decide you need an external keyboard as well as a standalone mouse, you will have to get some sort of splitter (or the docking bar, $150).



The video display measures 10.4" and is active matrix SVGA. The LCD display produces a gorgeous image. The video system is VESA local bus with Windows acceleration and has 1MB of video memory.

The battery system is excellent. The lithium ion battery will power the system for up to five hours of normal use when the system is optimized in the setup program for its most efficient operation. Additional battery packs are available ($199). You can charge the battery as you use the Solo or directly from the AC charger. This is the first computer I have seen that will charge with the regular AC adapter even when the battery is out of the machine. If you have more than one battery, this is a useful design feature.

> **This is the first computer I have seen that will charge with the regular AC adapter even when the battery is out of the machine. If you have more than one battery, this is a useful design feature.**

RESOURCES:

Solo, $3999
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In addition to the battery pack, there is a built-in nickel metal hydride battery designed to last for the life of the computer. This allows you to change battery packs without losing data even if you do not close down applications.

There are two PCMCIA slots that will take either up to two Type II cards or one Type III card. A final bonus is the infrared port. Infrared ports allow you to transfer information between systems if both are equipped with infrared devices. Gateway 2000 has wisely included a standalone infrared device that will attach to a serial port.

There is more to like about the Solo. It comes bundled with software including Microsoft Office on CD and a carrying case large enough to accommodate the junk we like to carry along. By special arrangement, you can get the system set up with Windows for Workgroups. This is a top-of-the-line notebook.

If you are in the market for a notebook computer with multimedia capabilities, by all means give Gateway 2000 a call. They offer great service after you buy, too. ■

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Extensa 450T	IntelDX4/75MHz	9.4" Active Matrix Color	4MB	340MB		$1,979
Extensa 550	Pentium/75MHz	10.4" Dual Scan Color	8MB	524MB		$2,089
Extensa 560CD	Pentium/75MHz	10.4" Dual Scan Color	8MB	810MB	4XCD/16Bit	$2,869
Extensa 560CDT	Pentium/75MHz	10.4" Active Matrix Color	8MB	1.2GB	4XCD/16Bit	$4,269
TravelMate 5000	Pentium/75MHz	10.5" Dual Scan Color	8MB	500MB	16Bit sound	$2,459
TravelMate 5100	Pentium/90MHz	10.4" Active Matrix Color	8MB	1.2GB	16Bit sound	$3,589
TravelMate 5200	Pentium/120MHz	11.3" Active Matrix Color	8MB	1.2GB	16Bit sound	$4,899

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CaptureVision
Real-time, full-motion video capture up to 30 frames per second at 320x240 resolution. 640x480, 24-bit still image capture. Stereo, audio in jacks, composite S-video and Win '95 compatible. **$399**

Batteries

AST Advantage Explorer NiMH	$149
AST NBSX, Premium Exec	$ 89
AST 800N, 900N, Power Exec	$159
Compaq 400C, Aero NiMH	$124
IBM ThinkPad 350, 350c NiMH	$115
IBM ThinkPad 355, 360 NiMH	$119
IBM ThinkPad 750,755 NiMH	$185
NEC UltraLite SL/20, SL/25C	$ 94
NEC Versa 20/25SC,E,V NiMH	$144
Packard Bell Statesman	$175
TI TM3000, 4000E, Win Series	$ 89
TI TM4000M	$129
Toshiba 2100/2150 NiMH	$125

Battery Chargers
Available for the following models Apple, Compaq, Epson, IBM, NEC, Sharp, Texas Instruments, Toshiba, Mitsuba and Packard Bell

Accessories

Pocket Network Adapters	
Silicom Ethernet 10T, or 10/2	$169
Silicom Ethernet Combo	$199
Silicom Token Ring Type 1 or 3	$355
Direct Connect Auto Adapters	
Apple, AST, Dell, Compaq, Toshiba, TI, IBM, Packard Bell, Zenith	$ 99
Power 2Go 110v AC 3 prong	$ 65
Toshiba T4700, T4800	
Lapstation docking station	$445-595
Cablemate port replicators	$149
Carrying Cases	
Nylon	$ 39
Leather	$ 89

Memory

	4MB	8MB	16MB
Acernote Light 350, 763, 765, 782, 784, 786, 787 (760i, 780i)	$169	$349	$599
AcerNote 750/750C	$199	$389	$629
AcerNote 730/750C		$389	$629
AcerNote 730/735/760/780	$179	$319	
AST Ascentia 950N		$329	$609
AST Ascentia 800N 4/33/50 810N 4/66	$179	$349	$599
AST Ascentia 900N, 910N,4/50,4/75	$189	$359	$639
Canon Innova 150C	$179		$559
Compaq LTE 5000,5100,5200		$319	$589
TI Extensa 450 Series	$169	$299	$559
TI Extensa 550 Series		$319	$499
Toshiba T2100(CS)/2150 (CS,CDS,DT)T2105(CT,CS)	$169	$329	$639
Toshiba T400 Series		$369	$679
Toshiba T600 Series		$409	$719
Toshiba Tecra 700CS, 700CT		$469	$849
DEC HiNote	$169	$309	$569
DEC HiNote Ultra 3.3 volt	$175	$349	$619
Dell Latitude XP, XPI 3.3 V	$189	$359	$609
Epson Action Note 866, 880, 890, 895	$199	$329	$589
HP Omnibook 4000	$199	$329	$599
HP Omnibook 530/600	$189	$339	$519
IBM ThinkPad 760C		$359	$649
IBM Thinkpad 701C, CS (Butterfly)	$189	$339	$619
NEC Ultralite Versa, E,M,P & VSeries, 4000 C&D 3.3 volt	$185	$349	$609
NEC Versa2000, S/33C,D,MSeries	$169	$339	$589
Zenith Z-Note GT		$289	$599

Please call for models not listed

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PCMCIA Accessories

New Media Wave Jammer 16-bit stereo card	$215
New Media BusToaster SCSI card	$189
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Piiceon 14.4 Cellular Direct MNP2-5&10EC	$219
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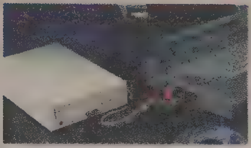

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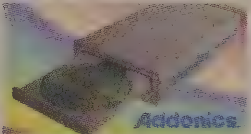

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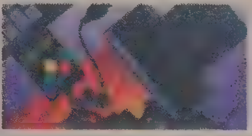

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Restructuring For A Mobile Workforce

Tomorrow's Business Structure Is Likely To Be Far More Challenging And Rewarding Than Today's

Xerox Corporation recently gave 3000 of its telecommuters a handbook on communication skills and practices. The information not only covered intentional social interaction as a way to combat the isolation of telecommuting, but it also suggested that Xerox telecommuters consider face-to-face meetings a last resort!

Other organizations are trying to move their telecommuters—and even their core employees—in the same direction. This constitutes a major development because for most people, face-to-face meetings have long been a first resort. If this type of meeting is to become a last resort, major changes will occur in how organizations structure themselves, communicate internally, and in general, do business.

Are we looking ten, twenty, thirty years down the road for such a development to happen? Possibly. But things are already moving in the right direction, creating a downstream ripple effect on how organizations operate even today. In fact, we're likely to see big changes in daily operations even if face-to-face meetings move down only one or two notches on the preference list of most people in organizations.

Some of these changes we're likely to see—in some cases, we're already beginning to see—include:

A Shift In Meeting Locations

Look for much greater diversity in meeting sites. In addition to corporate headquarters and downtown hotels, we will find a wider variety of meeting sites gaining a place in telecommuters' hearts, including:

Downtown meeting rooms for rent by the hour or half day;

Suburban collegial centers where groups can meet to think, talk, conduct research, and solve problems for a day or a week at a time;

Retreat centers located near major cities and fitted with high-power Internet and communications capabilities where people can go for a day—or a month—to work in small or large groups on projects that require intense concentration; and

Isolated "think tanks" located in beautiful areas of the world, where people can gather to create strategies or develop stronger group affiliations.

People will travel to all sorts of different places for different purposes. For example, San Jose is good for intense work sessions because it has few distractions and good support services. Disneyland is a great meeting place if the goal is to have a good time and immerse the group in a partying mood.

But while there will also be some need for travel, chances are many of today's business trips will be replaced with electronic communications—telecommuting.

Capturing Today's "Informal" Communications

Although years from now people may no longer be button-holing each other in hallways or calling impromptu meetings to discuss each tiny aspect of a project, there will still be a need to ask the same kinds of ad hoc questions and formulate the same kinds of quick responses.

According to Bernard DeKoven, director of the Institute for Better Meetings in Palo Alto, California, and author of Connected Executives, the book that Tom Peters called "an ingenious blueprint for a networking and communication revolution," we're going to see major changes in business operations designed to make today's informal communications channels far more readily accessible.

For example, if we're using a chalkboard in the lunchroom to solve a problem, a lot of data, ideas, and important experiences tend to remain inaccessible to anyone outside the room. On the other hand, if we're informally communicating over an electronic whiteboard, we can easily capture our ideas and information and then share these ideas with others anywhere in the world.

"We're going to see the rise of 'virtual water coolers,'" says DeKoven, "where people can just dip into that stream of accidental encounters and use what they find to make progress or solve problems. One possibility is for organizations to support

> In theory, a mobile worker will have no real home base and will be equally capable of working from anyplace he or she can hang a hat.

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Seagate

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2.1GB	ST32550N	8ms	Fast SCSI-2	**$829**
4.3GB	ST15230N	9ms	Fast SCSI-2	**$999**
4.3GB	ST15150N	8ms	Fast SCSI-2	**$1239**
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1.2GB	CFS1275A	12ms	EIDE	**$239**
1.6GB	CFS1621A	11ms	EIDE	**$279**
2.1GB	CFP2105S	8.5ms	Fast SCSI-2	**$589**
2.1GB	CFP2107S	8.5ms	Fast SCSI-2	**$699**
4.3GB	CFP4207S	9ms	Fast SCSI-2	**$949**

MICROPOLIS

2.1GB	MC4221	8.9ms	Fast SCSI-2	**$625**
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1.1GB	M1614T	11ms	EIDE	**$209**
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88MB	SQ5110C	SCSI	**$239**
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270MB	SQ3270S	SCSI	**$339**

External SyQuest Kits!

Kits include terminator, SCSI cable, and 1 cartridge!

88MB	SQ5110C	SCSI	**$359**
200MB	SQ5200C	SCSI	**$469**
270MB	SQ3270	SCSI/IDE	**$459**

SyQuest Cartridges

Capacity	*Model*	*Size*	*Single/5Pak*
44MB	SQ400	5.25"	**$49/235**
88MB	SQ800	5.25"	**$55/265**
105MB	SQ310	3.5"	**$59/285**
200MB	SQ2000	5.25"	**$79/385**
270MB	SQ3270	3.5"	**$65/315**

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adaptec

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AHA-1522A	16 Bit ISA to SCSI-2, 7 device	**$129**
AHA-1542CP	16 Bit BusMaster Fast SCSI-2 Kit	**$245**
AHA-1640	16 Bit MCA to Fast SCSI-2 Kit	**$285**
AHA-2742AT	32 Bit EISA to Fast SCSI-2 Kit	**$349**
AHA-2742W	32 Bit EISA to Wide SCSI Kit	**$369**
AVA-2825VL	32 Bit VL to Fast SCSI-2 & EIDE Kit	**$149**
AHA-2842VL	32 Bit VL to Fast SCSI-2 Kit	**$229**
AHA-2920	PCI PIO Fast SCSI Host Adapter	**$149**
AHA-2940	32 Bit PCI to Fast SCSI-2 Kit	**$249**
AHA-2940UW	32 Bit PCI Ultra-Wide SCSI Kit	**$289**
AHA-3940	2-channel PCI to Fast SCSI-2 Kit	**$399**
AHA-3940W	2-channel PCI to Wide SCSI Kit	**$459**
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APA-348	Parallel Port to SCSI Kit	**$89**
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All Kits include software, cable, and documentation!

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KT-747C	32 Bit EISA Fast SCSI-2 Kit	**$315**
KT-757C	32 Bit EISA Fast Wide SCSI Kit	**$375**
KT-930	32 Bit PCI Ultra SCSI-2 Kit	**$155**
KT-946C	32 Bit PCI Fast SCSI-2 Kit	**$235**
KT-956C	32 Bit PCI Fast Wide SCSI Kit	**$265**

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KT-410AC	32 Bit VLB, 4HD to 4GB, CD-ROM	**$119**
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EIDEMAX	EIDE/ISA w/BIOS, CD-ROM Cache	**$39**
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DC5030E	PCI/EIDE, caching up to 16MB, BusMaster	**$139**
DC540	PCI, Fast & Wide SCSI-2 NCR Chip, BusMaster	**$169**

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9FX Vision 330	1MB Power accel. PCI/VLB DRAM	$**139**
9FX Vision 330	2MB Power accel. PCI/VLB DRAM	$**189**
9FX Motion 531	1MB/2MB PCI/VLB DRAM	$**189/229**
9FX Motion 771	2MB/4MB PCI/VLB VRAM	$**299/449**
IMAGINE 128	2MB/4MB PCI VRAM	$**495/625**
IMAGINE 128 1600	4MB PCI VRAM	$**845**
IMAGINE 128 PRO	8MB PCI VRAM	$**1325**

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SpeedStar 64 2000	1MB/2MB, ISA, DRAM	$**145/199**
Stealth 64 Video 2000	1MB, PCI/VLB, DRAM	$**149**
Stealth 64 Video 2000	2MB, PCI/VLB, DRAM	$**199**
Stealth 64 Video 3000	2MB, PCI/VLB, VRAM	$**259**
Stealth 64 Video 3000	4MB, PCI/VLB, VRAM	$**479**

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Sapphire 2SX! 8MB, PCI, VRAM, 1600x1200, 3D/Windows NT Accelerator Card	**$1325**

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DAT Series (4mm)		*Int/Ext*
C1534A	2.0GB, 3.5" DDS-1, 183KB	$**659/759**
C1536A	2-4GB, 3.5" DDS-1, 366KB	$**769/869**
C1533A	4-8GB, 3.5" DDS-2, 510KB	$**999/1099**
C1553A	24-48GB, 5.25" DDS-2	$**2079/2189**
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EXABYTE

Every tape backup includes 1 free tape, 2 year warranty (48 hour repair/replace) and cable!

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2501	1-2GB QIC w/SW comp.	$**439/639**
4200	2-4GB 4mm w/SW comp.	$**769/869**
4200C	2-4GB 4mm w/HW comp.	$**869/969**
8205XL	3.5-7GB 8mm, 32MB/min w/comp.	$**1299/1399**
8505XL	7-14GB 8mm, 60MB/min w/comp.	$**1899/2099**
8700	7-14GB 8mm w/SW, adapter.	$**NA/1699**

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TSM-4000	Int./Ext.	4.0GB QIC Wide SCSI	$**379/479**
TSM-4000	Int.	4.0GB QIC Wide EIDE.	$**379**
TST-800	Int./Ext.	800MB Travan	$**149/239**
TST-3200	Int.	3.2 GB Travan.	$**269**

NETWORKING

3Com

3C509B	Etherlink-3, 16 Bit EISA UTP	$**99**
3C590	Etherlink-3, PCI BusMastering UTP	$**119**
3C16180	Link Builder UTP 8-Port Hub	$**189**
3C16670	Link Builder FMS2 12-Port Hub	$**541**

IBM

48G7169	ISA Ethernet LAN Adapter	$**79**
0934331	PCMCIA Ethernet LAN Adapter	$**139**
92G7632	ISA Token Ring LAN Adapter	$**265**
04H6922	PCMCIA Token Ring LAN Adapter	$**1339**

intel

EtherExpress Pro/10 with Flash ISA UTP	$**99**
EtherExpress Pro/100 PCI Model B UTP	$**139**
TokenExpress PRO LAN Adapter w/Flash	$**235**

SMC

EtherEZ	ISA Ethernet Adapter, UTP	$**89**
EtherPower	PCI Ethernet Adapter, UTP	$**115**
EliteCard	16 Bit PCMCIA Ethernet Adapter	$**125**
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Sportster Vi 28.8 V.34 Int/Ext FaxModem w/Voicemail	$**209/229**
Sportster 14.4 V.34 PCMCIA FaxModem	$**99**
Sportster 28.8 V.34 PCMCIA FaxModem w/DataView	$**279**

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PM288MT-II	28.8 Ext V.34 MiniTower Data/Fax	$**169**
PC288T2-EZ	28.8 V.34 PCMCIA Data/Fax w/EZ-Port	$**279**
PC288LCD	28.8 Ext V.34 Data/Fax w/3-line LCD	$**339**

IBM

73G1393	ISA Waverunner ISDN	$**499**
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online chat rooms, like those you find on America Online—but with more natural kinds of interfaces. In terms of serendipitous events that help the organization, I'd look for very large payoffs from this change."

Changes In The Expectations Of Meetings

Many meetings are held today for political reasons: People are trying to influence each other, to make sure their job is protected, to put themselves next in line for a vacancy, or even to make someone else look bad. These political motivations will always be with us, particularly at certain levels within an organization.

But at product- or service-oriented levels, there's more interest in collaboration than political influence. Here, we can expect to see a decrease in face-to-face meetings and greater use of technology to make the teams more effective.

Aside from political influence, the other major reason to hold a meeting is to develop interpersonal trust.

"Based on my observations and what other people tell me," says DeKoven, "my guess is that people doing collaborative work will not give up the requirement for face-to-face meetings. It's the best—and really only—way to build collaborative trust."

This trust is developed at the gut level and, as yet, no technology can support or communicate the feelings and cooperative tendencies—or animosities—we often develop in face-to-face situations. It's not just the one-to-one contact we experience, but the way we experience how others in the same room react to that other person we're meeting and talking with.

> **Rather than bring together a group of narrow specialists regardless of interpersonal chemistry, you'll bring together a compatible group and let everyone contribute whatever he or she can.**

Sure, we can use telephones and other communications devices well enough to develop a sense of humor that brings us somewhat closer, and there is some degree of trust in that. But when it comes to the trust required to work effectively as a team, you need the gut level trust that you develop only in face-to-face situations.

"But we hope," says DeKoven, "that when they get to these meetings, there'll be less waste and more will get done because they will already have used communications technology so well that they will be prepped on all the agenda items and have in hand the facts they need to be talking about."

Wider Variety Of Meetings

Because many meetings will be eliminated and those that remain will be strongly driven by specific purposes, we'll see a shift away from general-purpose meetings toward a variety of special meeting types and formats—each designed to accomplish a specific goal or task.

Regular staff meetings tend to have large political components, and will likely continue almost unchanged.

Regular team meetings tend to focus on process (how can we work together better?) or product (how can we get better results?). Process-oriented meetings may continue, but most product-oriented team meetings will probably disappear. Instead, people will report to each other almost continuously via email, fax, file sharing, and other technologies.

When teams do meet, each meeting will be very result-oriented. For example, team members will agree they've been talking about something for three weeks without resolving it, and now have no choice but to get together to find a solution.

These special meetings will be open-ended—rather than limited to an hour or a morning—and will last until the agenda is completed. For example, we may see day-long meetings to finish the final wording of a proposal, or multiple-day meetings to resolve product-safety problems or develop a strategic direction for marketing.

More "All Mobile" Workforces

The trend is already underway to offload the expense and difficulty of maintaining centralized facilities and the workforces that inhabit them. Instead, organizations will continue shifting toward a fully decentralized, highly flexible, task-based telecommuting model of a "mobile" workforce.

At least in theory, a mobile worker will have no real home base and will be equally capable of working from anyplace he or she can hang a hat. Aside from all the productivity and cost advantages, a global workforce following this model will be less likely to experience adverse discrimination on the basis of age, gender, handicaps, and so forth.

As all-mobile workforces come to dominate the business scene, however, organizations will no longer feel "based" in one particular city, state, or nation. People will go to work wherever the opportunities arise, constrained more by language and knowledge limitations than by physical distances.

The danger in this, of course, is that global organizations can easily lose contact with the localities in which they operate, and can short-change important real-life issues, such as environmental concerns and employment.

Organizational Structure Changes

Today's highly hierarchical organization with rigid lines of control and information flow is already being replaced by more dynamic and flexible structures. When face-to-face meetings become a last resort, organizations will most likely shift toward an "ad-hoc team" model in which individuals and small groups are the building blocks from which the organization assembles task forces to tackle its immediate and long-term problems and opportunities.

DeKoven believes we'll be seeing a wider variety of people who meet in a wider variety of teams to handle a wider variety of different responsibilities. "You might be in five different work groups this week," he suggests. "Last week you were in six, but one finished up and dis-

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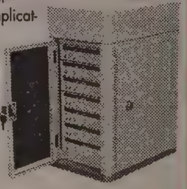

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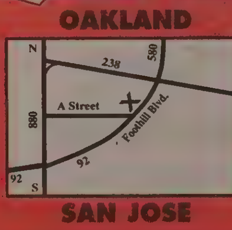

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banded. One work group involves the VP of sales, one involves the guys in the garage, another includes mainly large customers, and so forth."

According to such a scenario, you probably won't make the same contribution to each of these work groups. Although you'll bring very specific knowledge and ideas to each one, you might be the facilitator in one group, the expert in another, the synthesizer in a third, the "voice of the people" in a fourth, and so on.

People will feel much the same as they do today, of course, and will prefer to put together these short-term work groups based on who they know. You'll want a team with members you like and who have proven themselves successful in previous situations. Rather than bring together a group of narrow specialists regardless of interpersonal chemistry, you'll bring together a compatible group and let everyone contribute whatever he or she can.

Compared with today's business structure, where each person tends to be asked for the same contribution they've already given in other situations, tomorrow's business structure is likely to be far more challenging and rewarding.

> When face-to-face meetings become a last resort, organizations will most likely shift toward an "ad-hoc team" model in which individuals and small groups are the building blocks from which the organization assembles task forces to tackle its immediate and long-term problems and opportunities.

Rambling Meetings Replaced With Electronic Communications

In the traditional business environment, people who share information regularly tend to be clustered around the same hallway or in the same building. So it's easy for them to get together on short notice and discuss items of interest without much purpose.

However, when the workforce is scattered around the state, the country, or the planet, meetings will be a lot more expensive, difficult, and rare. So we'll replace today's rambling meetings with email, faxes, telephone conversations, audio and video conferences, shared computer files, and other tricks engineers will dream up in the coming decades.

Videoconferencing attracts a lot of attention, but voice data might prove even more important. For example, imagine two people looking at the same document or computer screen filled with data and at the same time

continued on page 283

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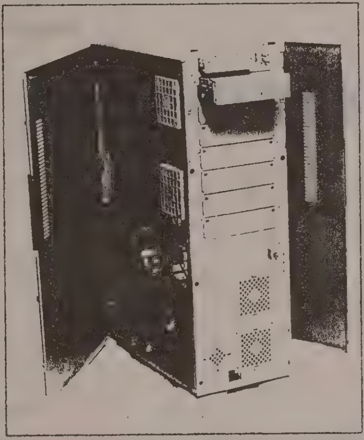

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Governing The Internet

Turf War Looms Between Rival Standards Bodies

The Internet is not a state. Recent acts of the US Congress notwithstanding, the Internet has no government in the usual sense, no elected officials.

What it does have are standards that define how things are supposed to work. The groups that create and maintain the Internet's standards are the closest thing the Internet has to government.

The business of standards, like the government of nations, is a tricky thing. "How things are supposed to work" is always defined in relation to current practice (that is, how things do in fact work). When the current practice changes, so do people's expectations about what the practice should be.

If the current practice becomes unstable, everything about standards becomes more difficult. It's harder to say with confidence what the ideal state of things should be, and it's harder to divine who has the right to say what the ideal is. Given the right circumstances (as with the UNIX industry in the late 1980s), something like a turf war ensues with rival groups vying for the right to establish a standard.

> **Recent acts of the US Congress notwithstanding, the Internet has no government in the usual sense, no elected officials. What it does have are standards that define how things are supposed to work.**

Current practice on the Internet is perilously close to becoming unstable. Thanks to the explosion of interest in the Web, the use of the Internet is changing at a very fast rate:

- More people are using the Internet, so there is more network traffic.
- Because more people are using the Internet, more businesses feel compelled to "have an Internet presence," and so there is even more network traffic.
- The business community has discovered that the Internet is more than an advertising medium and is aggressively trying to use the Internet for more services and operations.
- More individual and corporate Internet users are publishing information, so the demand for Internet addresses has skyrocketed (and the task of resolving addresses and routing messages has become more complex).
- Software for using the Internet has become a commercial bonanza, but the pressure to reduce time-to-market and improve user-friendliness results in products that don't use the Internet optimally.

The frenzied pace of change on the Internet is beginning to call into question what its proper uses are and who has the authority to make standards governing the Web.

The situation seems ripe for a turf war, and the likely contenders are the two groups that are developing specifications for the Web: the Internet Engineering Task Force (IETF) and the International World Wide Web Consortium (W3C).

Both groups have standards in the works for the hypertext transfer protocol (HTTP) and the hypertext markup language (HTML). HTTP is the protocol that Web browsers and servers use to communicate. HTML is the language used to format Web pages. One of the ironies in this duplicate effort is that a significant number of the people working on Web standards are involved in both organizations.

In spite of this overlap, the IETF and the W3C could hardly be more different. The IETF has been the Internet's standards body since 1986. It is a loose organization that grew out of the Internet community to deal with the Internet's operational and technical problems, to produce standards for protocols and other technology, and to facilitate technology transfer among the various

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25	5:30 - 7:30 pm	Novell Night School: BrainShare Recap - Messaging Solutions
27	9:00 - 12:00	Saturday Technical Seminar - Migrating to NetWare 4.1
30	9:00 - 12:00	NDS Basics
30	1:00 - 4:00	NDS Advanced

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APRIL	TIME	SEMINAR
3	5:30 - 7:30 pm	NDS Basics
9	2:00 - 5:00 pm	Technical Open Forum
16	5:30 - 7:30 pm	Novell Night School: 100 Mbit Ethernet
17	5:30 - 7:30pm	NDS Advanced Techniques
24	5:30 - 7:30pm	NetWare Client 32 for DOS/Windows
27	9:00 - 12:00	Comprehensive Network Management for Small to Large Network Systems
30	5:30 - 7:30 pm	Novell Night School: New Backup Technology

To register for any of these sessions or for information on other seminars, CALL 1.800.892.2922

FRESNO

APRIL	TIME	SEMINAR
17	9:00 - 12:00	NDS Basics
17	1:00 - 4:00	NDS Advanced
17	6:00 - 8:00 pm	Reseller Roundtable
18	9:00 - 12:00	The Total Web Solution
18	1:00 - 4:00	Technical Open Forum

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APRIL	TIME	SEMINAR
2	9:00 - 12:00	NDS Basics
4	9:00 - 12:00	NDS Advanced
9	9:00 - 12:00	NetWare SMP
11	9:00 - 12:00	NetWare IP: Running A Pure IP Environment on NetWare
16	9:00 - 12:00	ManageWise
17	9:00 - 11:00	Sacramento School Days: 100 Mbit Ethernet
18	9:00 - 12:00	Migrating to NetWare 4.1- A Technical Seminar
23	9:00 - 12:00	Telecommuting with Novell Products
25	9:00 - 12:00	NDS (NetWare Directory Services) Enabled Applications

RENO

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APRIL	TIME	SEMINAR
10	9:00 - 12:00	NDS Basics
10	1:00 - 4:00	NDS Advanced
11	9:00 - 12:00	The Total Web Solution
11	1:00 - 4:00	Technical Open Forum

EUREKA

APRIL	TIME	SEMINAR
26	9:00 - 5:00	TechShare

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The curious thing about the IETF is that it has no membership. Meetings (held three times annually) are open for anyone who wishes to register. The work of the IETF is done in small, topically oriented work groups chiefly through the medium of email. The people who do the work are volunteers who are interested in the topic at hand and typically represent themselves rather than the companies they work for.

The IETF's process for creating and publishing standards is based on the Internet community's ancient (since 1969) practice of submitting technical proposals to the community for comment. The proposals are called Requests for Comment (RFCs). The IETF formalized this procedure and now publishes several different kinds of RFCs. RFCs destined to become official standards are subject to a rigorous evaluation procedure. The other categories for RFCs are informational, experimental, and historical.

The W3C was founded in October of 1994 under the auspices of the Laboratory of Computer Science at MIT and INRIA (the French National Institute for Research in Computer Science and Control). The W3C is a consortium of vendors who pay annual dues of up to $50,000/year with a three-year commitment.

The aim of the consortium is to "realize the full potential of the Web." Part of this work is to produce specifications and reference software for the World Wide Web: "There is one global W3C, developing one set of global standards."

While the IETF and the W3C both promote the idea of creating standards for Web technology, they do so for very different reasons. The IETF wants the Web to be a well-behaved citizen of the Internet. For the W3C the importance of Web standards is to let vendors know what to build and what the rules of competition are in the Web marketplace.

continued on page 283

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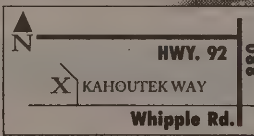

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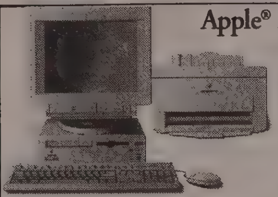

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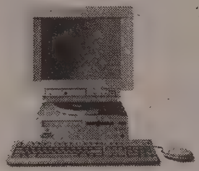

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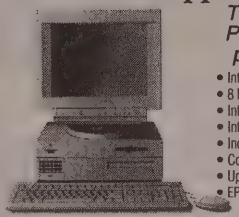

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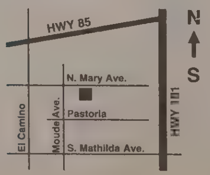

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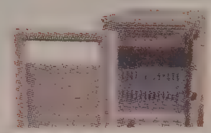

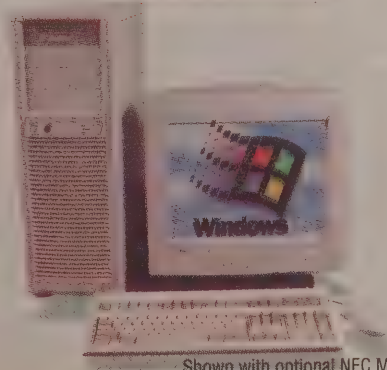

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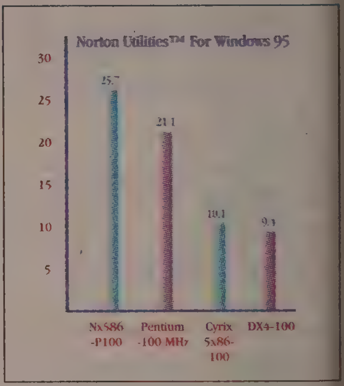

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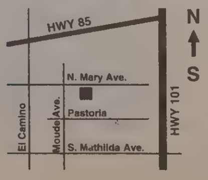

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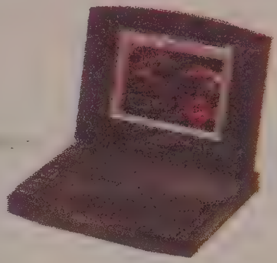

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OS/2 Video

The Quest For Maximum Performance

I've been very pleased with my old and trusted 16" Nanao 9070S, but I always wanted a 21" monitor for my aging eyes. Also, in windowed multitasking environments, more screen real estate at higher resolutions makes work much more convenient.

But good 21" monitors are quite expensive. Nevertheless, when Nanao recently released its long-delayed new models, I decided to treat myself to an F2-21 for Christmas—given the time I spend with the computer, it is justifiable. Even though it is primarily a 1280 x 1024 monitor, the F2-21 does support 1600 x 1280—which is what I wanted—at up to 72kHz refresh rate in noninterlaced mode, which is about the minimal rate at which flicker stops being a problem.

Aside from refresh rate and resolution, there is also color depth to consider. Here's how one vendor justifies more colors under OS/2:

"...simply load a presentation and apply a background color of blue that transitions from blue to dark black. At 256 colors you will see a grainy or dithered background, at 65K colors you will see bands of color and at 16 million colors, you will see a perfect blend of colors. Additionally, play [an] AVI movie at 256, 65K, and 16.8 million colors. Next, open two separate applications and load multiple true color images in each. Change the wallpaper on the desktop and see if you lose the color palette when selecting a given application when in 256 colors. You would see this if all you do is have a word processor running with no graphics."

The Tarantula 64 video card—mentioned in a previous column—supports 1600 x 1200 only at 60kHz and its OS/2 driver supports only 256 colors at that resolution.

I knew of one display adapter that would exploit the F2-21 to its max—Number Nine's Imagine 128 which, unlike many others, comes with OS/2 drivers. In fact, I had wanted to take a look at it earlier, but the old monitor would not have let me take it very far. With the F2-21, the upgrade made sense. At high resolutions and color depths, performance also becomes an issue, and a 128 architecture should do better than the 64-bit one on which most video accelerator chipsets are based.

Chipsets, Drivers, And Performance

Aside from applications and OS/2's video subsystem, the display adapter and its driver are the main factors affecting video performance. But, as with communication, it is very difficult to separate and gauge their effects without sophisticated, highly con-

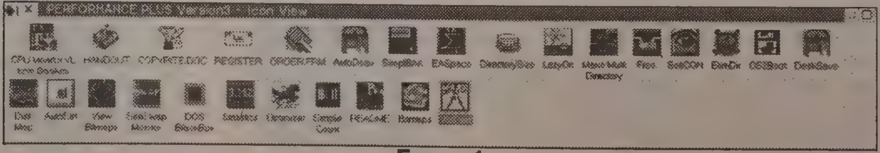

FIGURE 1

Understanding Video Performance

All utilities in Performance Plus (see Figure 1) are written using OS/2's REXX language.

Since REXX is an interpreted language, an additional workload is given to the CPU during the execution of the code. Therefore, SimpleCount is not the perfect benchmark tool (hence its name); this is also why five repetitions are done to get a good average. SimpleCount does a good job when fine-tuning an individual system—since the CPU is constant. It is also a good test for comparing display adapters and drivers, *if everything else remains constant!*

In such cases, if the results vary, the most likely cause is the card/OS2 driver combination. The driver is involved in all screen updates, which include starting new sessions (opening a new text window), as done in the program load tests, and even updating the graphs on the screen. Also, in a multitasking system all results will have a variance (<5%) based on the asynchronous execution of processes and threads. SimpleCount should, therefore, be used to identify potential bottlenecks and then concentrate on tuning them away, then search for the next bottleneck (which frequently surfaces when one bottleneck is eliminated).

VidPerf is intended for comparing video subsystems. According to its developer, there is a dramatic performance difference among the variety of video cards and OS/2 drivers currently available. You can visit Clear & Simple's Web site (*www.tiac.net/users/tonycs*) and see the variety of configurations and test speeds displayed there. They are put into the public domain so that users can become better informed of the huge performance differences among the many video cards/drivers, and hopefully reward the manufacturers that put the most effort into tuning their drivers for the OS/2 environment.

The developer of the Imagine OS/2 driver points out, however, that VidPerf tests only three chip/driver functions which are frequently used in Presentation Manager: bitmaps (memory-to-screen bitbit), text, and line drawing (spline, line, box, and filet all test the same line-drawing functions). The differences in the types of lines drawn are all due to the OS/2 graphics engine, which breaks down each curve into a series of straight lines, which the driver then renders on the chip. Except for CAD work, line-drawing functions are rarely used under PM or Windows, and the differences between cards and drivers on line drawing are actually very small. The important functions tested are, therefore, bitmaps and text, which are frequently used in PM.

Other important functions that VidPerf does not test—area pattern copy, solid rectangle fill, and screen-to-screen bitmap copy—are the chief contributors to the user's sense of "snap" in manipulating desktop objects. Area pattern copy is used to draw the exploding window borders and the desktop backgrounds at 8 bits per pixel. In addition, area pattern copy, together with rectangle fill, is used to draw all the components of each window except the text and icons. Screen-to-screen copies are used to draw the image of a window that's moved on the screen and—most of the time—to draw the icons within each window.

Consequently, the results in this article do not reveal the full scope of performance differences to be considered when comparing card/driver combinations.

—FP

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trolled benchmarking tools. Moreover, such tests may not reflect the realistic conditions of the average user. With everything else held constant, however, the OS/2 optimizing utilities Performance Plus (PV3) and VidPerf can be used to compare some aspects of video performance (see sidebar).

On my old EISA 486/33 system with an ATI Ultra Graphics Pro 32-bit video card (2MB VRAM), the CPU, program load, and disk were in the three to four seconds range, while the display clocked in the forty-second range.

With my current PCI/P100 system, I temporarily used a Diamond Stealth 64 based on the S3 chipset. The combination of a faster bus and 64-bit card cut the timings in half (about two vs. twenty seconds for video), what with 2MB additional VRAM (the ATI OS/2 drivers were not known for excellence). With the Tarantula 64 card from Spider Graphics (4MB VRAM)—also based on S3 and mentioned in a previous column—the video came down to three to four seconds.

While these results are not benchmarks and should be interpreted with care since more than the video components changed, they can give a feel for the range of differences, when they are significant.

With inexpensive cards based on the common S3 chipset, it is not always clear how much optimization vendors value-add to either the hardware, drivers, or both. Spider distributes the base OS/2 drivers provided by S3 as is. These drivers are unlikely to exploit to the max vendor-specific hardware enhancements—if any—and in case of problems, support may prove wanting. Proprietary chipsets are designed to be better accelerators than the S3, and their makers (like ATI and Number Nine) develop their own cards and drivers, which, in theory, should exploit the advantage and result in better support. To what extent this is true for OS/2 is an empirical matter and may vary by vendor.

Since it's the only 128-bit card around, it is reasonable to expect that Imagine can do better than S3 64-bit cards, but this depends on the quality of its OS/2 driver. Thus, beyond the higher resolution, refresh rate, and color depth supported, I was also curious to what extent, if any, performance would actually improve under OS/2. So I asked and got a review PCI unit with 4MB of VRAM on board.

Table 1 shows the high SVGA resolutions, color depths, and refresh rates supported by the Tarantula and Imagine with the Nanao F2-21.

Note very carefully, however, that these are the advertised adapter capabilities. Whether they are all supported for OS/2 is another matter (see below).

Resolution	Color Depth		Refresh Rate (kHz)	
	Tar 64	Img 128	Tar 64	Img 128
1024 x 768	16.8M	16.8M	60,70,75,87i	<=150
1280 x 1024	65K	65K	60,72,75,92i	<=100
1600 x 1200	65K	65K	60	<= 76

i = interlaced

Notes: a. Both cards with 4MB of VRAM
b. Tarantula discrete rates, Imagine continuous
c. Rates subject to monitor support (Nanao F2-21 <= 72) and OS/2 driver support (see text)

TABLE 1

Imagine No Hassles

The currently shipping version of the OS/2 driver for the Imagine is 1.13, but I tested the 2.09 beta version with improved optimization. The driver comes with HawkEye, a nice set of Windows configuration utilities that works under Win-OS2.

Wider video scope and performance aside, a nice thing about the Imagine is that its OS/2 drivers installed and worked without any quirks or hassles (your mileage may vary). This had certainly not been the case with the S3 drivers for the Tarantula. It took several driver downloads and numerous installations to get things to work. Ultimately, it turned out that it was a matter of driver upgrade: when Spider got v2.52 from S3, it installed properly and worked (however, a newer version, 2.57, which I downloaded from the IBM BBS, would not work).

To install the Imagine, first reset the system to VGA, shut down, insert the card into a PCI slot, connect the monitor cable to it, and reboot. Open an OS/2 command window and type:

A:I128INST a: OS2 boot drive:

This executes a .CMD procedure which prompts you to select the Imagine driver from a list and installs it. In the System Setup folder, click on the System icon, select the desirable resolution, and reboot. OS/2 should come up accordingly.

Running The Tests

I first tested the Tarantula with the S3 OS/2 driver v2.52—the latest one I could get to work under Warp. I then replaced it with the Imagine and reran the tests.

Running PV3 is a three-step procedure:

1. Execute the SimpleCount utility, which will run four performance tests—CPU, Program Load, Disk, and Video—five times and chart and record their average result.
2. Execute the Optimizer utility, which will recommend the best settings in your CONFIG.SYS file to optimize performance. Apply the changes, if any, and reboot.
3. Reexecute SimpleCount to get the post-optimization results, which can be viewed either in chart form or as text via the Statistics icon (Figure 2).

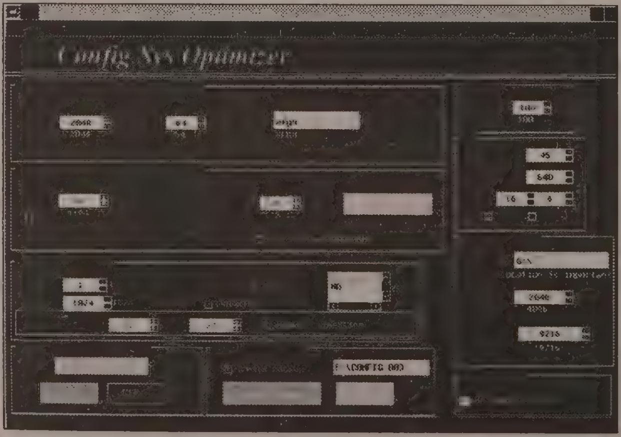

FIGURE 2

To run VidPerf, click twice on its icon and let it do its thing. It will display six timings for

continued on page 285

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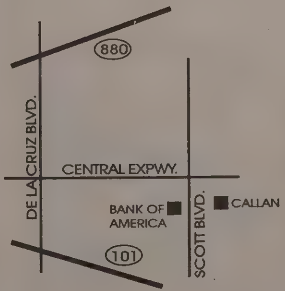

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SOHO • BY BIRRELL WALSH

Last Minute Tax Help?

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The gentle reader has doubtless finished all their taxes in January. You examined your return on a leisurely afternoon. You scratched your signature with a fine gold quill and sent the forms off with a smile to the Fresno Office.

Or, as they say, not.

For those of us in the "Not" column, there are some tax programs out which support us in our delinquency, our dilatoriness, our dereliction. We need to get our taxes done quickly because in two weeks the iron gates swing shut. We need to get them done right, and we have questions about home offices and the deductibility of household pets.

When we have done the taxes we deserve a reward. This month we look at a scanner that is so easy to use it is like eating dessert.

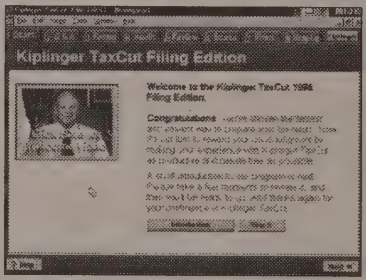
Kiplinger TaxCut On CD For Windows

I do many things, running too many businesses on too little time. I am attempting this year to report on two salaries and three small businesses. What I want is competent, simple help that makes it easier to fill out a tax form. In this evaluation, everything that idiot-proofs the system is a plus. Everything that makes the process more complex is a minus.

You could always do your taxes by hand. If the program isn't easier than that, forget it.

Kiplinger TaxCut comes from the people who put out Kiplinger's various financial publications. They are owned in turn by Block Financial Services. I called the 800 number listed in the manual. Yes, it is the Block—the product comes from a subsidiary of H&R Block. I guess the company has some experience.

I found this full multimedia version both supportive and confusing. It was pleasant, if startling, to have Knight Kiplinger spring to life on my screen and tell me that he wanted to help me save money. It did give the sense for a moment that a friendly but skillful tax preparer was sitting with me. That sensation evaporated a bit before the evaluation was over.



> You could always do your taxes by hand. If the program isn't easier than that, forget it.

I spent one Saturday evening filling out the on-screen questionnaire. Kiplinger TaxCut has a section called "Q&A" which will ask you questions and guide you through the entire process of filling out your form. I used it to enter my data. It was of course tedious to do so—the definition of tax work is "tedious and enraging," so this was no surprise. If I used Kiplinger TaxCut year after year, much of the background information could be imported from previous forms. I filled out information from two employee incomes, one of my wife's businesses, and my business. Then I went to bed.

When I reopened Kiplinger TaxCut some days later to carry on, I found no trace of my business information. What had happened? It seems that in Saturday-night roboticity I had entered the second business's information over the first.

Is it Kiplinger TaxCut's fault that I made a dumb mistake? To judge that, we have to think again about the competition: doing the job by hand. If I had been doing the job on paper forms I would have never missed the fact that I was writing over the same form. And I recall the criterion I had at the beginning: I want Kiplinger TaxCut to idiot-proof the process for me. I managed to make this mistake while going through the Q&A process that Kiplinger TaxCut provided—I would have wished to have a flashing dialogue box that said, "You are overwriting what you just did, you big dummy. Do you really want to?"

With some mumbling and swearing I went to work recreating my business information. This time I went directly to the forms. As I tried to

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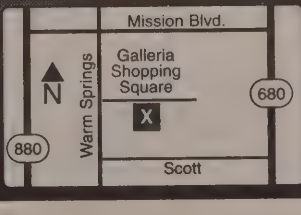

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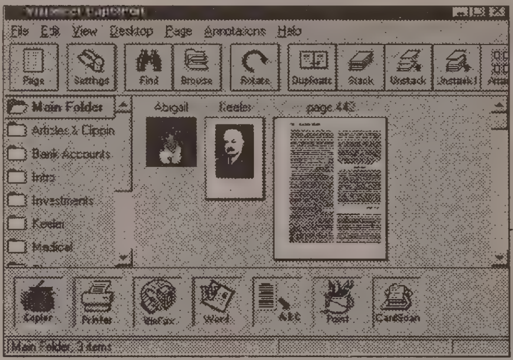
Small Office/Home Office *continued...*

enter information on my new (grr!) Schedule C, Kiplinger TaxCut told me that I should have a supporting Form 1099-Misc. OK, I pressed the button to take me to that form and filled it out. Then I pressed "go back" and returned to my Schedule C. Hmm. The information from the 1099 was not linked into the Schedule C. I called the pleasant technician at the Kiplinger TaxCut technical assistance department, and he showed me how to do it.

"Sometimes," he said, "the information is not automatically entered and you have to hit recalculate." Well, he graciously got me through it and I think I would hire him in a minute—but what an odd way to build a program. Might I suggest a little button saying "Recalculation needed. Press here."?



Where Kiplinger TaxCut did shine was in its mini-worksheets. They led me through several calculations I have avoided in the past simply be-cause I was daunted by them. As a result I was able to reduce my taxes significantly. I give the Kip-linger people several extra points for idiot-proofing this aspect of the project.

Several times I wanted to have specific topical help on filling out one line. I would highlight that line and hit the help button. Only sometimes did I arrive at the exact information I needed. Almost as often I would get a help overview, and have to search for my information with the "Find Text" feature. This is just plain unacceptable. Again, the program is competing with the process of doing my taxes by hand. If I have to look up information in the IRS instructions, I might as well do it myself.

For one particularly obscure point I simply despaired. I called a friend who has a Macintosh, as Macintosh owners are always more intelligent than are we PC owners. He looked up the answer in MacInTax. Kiplinger should cringe to hear this. Let us hope that future editions have a fully context-dependent help, with a specific instruction for every single line.

Kiplinger TaxCut has a number of attractive features. It automatically imports information into your state form, if you have bought one of the state modules which are sold separately—California is one of those available. It lets you do "what-if" calculations. You can see what difference it makes to your bottom line if you do or do not claim the pink lawn flamingo as a business expense. The program gives you a running overview of the main elements of your return, available at all times in the Review section, so you can see how you are doing overall. And it is graphically attractive.

So what is the bottom line? I got my taxes done with a bit less grief than usual—but the program did not protect me from dumb mistakes. If you know your way around the tax business, you can probably use Kiplinger TaxCut to speed your data entry and automate some of your calculations. If you are slower and more timorous about taxes, Kiplinger TaxCut may not reduce your anxiety. Perhaps it is better to do it yourself, or go visit a professional.

Visioneer PaperPort Vx

A box arrived recently with a copy of Visioneer's new PaperPort Vx. In a

continued on page 286

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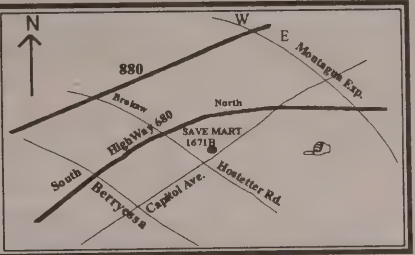

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ntel Atlantis P5-75/256K Pipelined PCI	400
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ntel Endeavor P5-150/256K Pipelined PCI	642
ntel Endeavor P5-133/256K Pipelined PCI	550
ntel Endeavor P5-120/256K Pipelined PCI	475
ntel Endeavor P5-100/256K Pipelined PCI	420
ntel Endeavor P5-90/256K Pipelined PCI	378
ntel Endeavor P5-75/256K Pipelined PCI	318
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ntel Zappa P5-120/256K PCI	430
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ntel Triton P5- 150/256K	564
ntel Triton P5- 133/256K	470
ntel Triton P5- 120/256K	400
ntel Triton P5- 100/256K	350
ntel Triton P5- 90/256K	299
ntel Triton P5-75/256K	229
486DX4-120/256K AMD - 133/256K AMD	160-170
486DX4-100/256K VLB AMD / INTEL	135/170
486DX2-80/256K VLB AMD	127
486DX2-66/256K VLB AMD/INTEL	120/160
486DX-33/256K VLB INTEL	110

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Intel Endeavor P5- 133/256K Pipelined PCI	1,405
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Intel Triton PENTIUM 150/256K	1,354
Intel Triton PENTIUM 133/256K	1,360
Intel Triton PENTIUM 120/256K	1,290
Intel Triton PENTIUM 100/256K	1,240
Intel Triton PENTIUM 90/256K	1,190
Intel Triton PENTIUM 75/256K	1,120
486DX4-120/256K AMD- 133/256K AMD	1,050/1060
486DX4-100/256K VLB AMD / INTEL	1,025/1,060
486DX2-80/256K VLB AMD	1,018
486DX2-66/256K VLB AMD/INTEL	1,010/1,050
486DX-33/256 VLB INTEL	1,000

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* 8 MB RAM installed
* TEAC 1.44 Floopy Drive
* **540 MB IDE Hard Drive.**
* EIDE VLB w/I/O (PCI for Pentium)
* Cirrus Logic SVGA VLB w/ 1MB
* Spider Lynx 64 PCI w/1MB (For Pentium)
* IDE PCI BUILT-IN I/O 16550 (For Pentium
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Focus 2001	35

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MAG 15/17	375/650
HITACHI 1711	835

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ACCOUNTING • BY DAVID A. SIMON, CPA AND JENNIFER R. CHERNISS

Current IRS Stance On Software Development Contracts

Learn The Facts About Contracting With Independent Programmers—Before You Lose Out On Tax Savings

Didn't your third grade teacher always tell you to check your work before handing it in? According to the IRS, that could be bad tax advice for computer programmers and their developer clients.

Software developers who contract with independent computer programmers could face harsh tax consequences if programmers promise to thoroughly test and debug software before its delivery and acceptance. Programmers should be equally wary, because the value of those programming services can be drastically reduced if a software contract runs afoul of the tax rules discussed in this article.

The IRS has reinterpreted its rules concerning contracts whereby a programmer receives fixed payments and promises to thoroughly test software and deliver a bug-free program. In such cases, according to the IRS, the developer is purchasing completed computer software—a product—rather than contracting for computer software programming—a service.

Therefore, the developer must capitalize the payments rather than deduct them. It would be years before the developer could fully depreciate those payments—fifteen years by the straight-line method if the software constitutes a substantial portion of the programmer's business. Moreover, the developer could not claim an R&D tax credit for the expenditure, as is often possible for contracted development services.

The Facts

In the case on which the decision was based, a taxpayer was in the business of developing and publishing entertainment and game software. The taxpaying company filed a tax return in which software development costs were deducted in the year paid, as is typically done.

They relied on IRS guidelines that generally allow a taxpayer to elect to treat software development costs as research and development expenditures—and therefore deduct them in the year paid or incurred, rather than capitalizing and depreciating them only after the software has been placed in service (see reprints endbar, "Deducting Software Development Costs").

The taxpayer maintained an in-house programming staff, but contracted with a programmer who had particular skill in developing graphics-intensive Windows applications. The taxpayer and the hack entered into a contract, the terms of which they were to sorely regret. Honk if any of this sounds familiar:

1. The software development agreement included detailed product specifications established by the taxpayer. Under the agreement, the taxpayer provided the concept, format, and design of the end product. Additionally, they provided proprietary know-how and technology that the programmer would apply to write the program efficiently. In short, the hired code writer wasn't expected to contribute to the program design or concept. His role was to take the company's schematic and turn it into source code.
2. The software development agreement included lists of deliverable items or milestones which had to satisfy the taxpayer's detailed product specifications before the invoice would be paid. The programmer agreed to test the items and ensure they were bug-free before delivery. Upon delivery, the taxpayer would "review and analyze the item delivered and notify the developer of any program errors within a specified period."

Examples of program errors included any material failure to conform to product specifications or to perform repeatedly without interruption, loss of data, erroneous output, misspelled or incorrect text, and obscene or defamatory material.

3. The software programs produced under the contract were to be the exclusive property of the taxpayer. The programmer, however, retained ownership of his separately acquired or developed programming tools and techniques regardless of whether or not they were embodied in or used in the preparation of the game software.
4. Under the agreement, a royalty would be paid to the programmer based on unit sales. Upon delivery of milestones and items called for in the contract, however, he got an advance, to keep even if sales failed to materialize.

(This arrangement is similar to a book contract giving the author a guaranteed advance upon submission of the manuscript. In essence,

THE **TAXPAYER** AND THE **HACK** ENTERED INTO A CONTRACT, THE TERMS OF WHICH THEY WERE TO **SORELY** REGRET.

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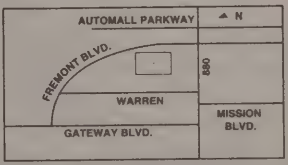

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the programmer is paid up front. If sales blossom, he earns a bonus.)

5. The contractor worked on two projects. The first was abandoned along the way, and he simply kept the advances. The contract for the second project was repeatedly modified. As work progressed, the milestones and specifications were changed, and payments were increased.

What The Taxpayer Claimed

The game company filed an income tax return claiming a deduction for the entire amount paid to the programmer.

They relied on a 1969 ruling stating that the costs of developing software in many respects so closely resemble research and development expenditures that, for tax accounting purposes, they may be treated as such. That favorable ruling (see Resources) has been the subject of much IRS internal controversy, but from time to time they reaffirm that it still holds water, at least for the time being.

If something qualifies as an R&D expenditure, tax accounting rules provide that it is deductible like any other ordinary business expense once the taxpayer makes the proper election.

What The IRS Says About That

The IRS pointed to regulations by which this favorable accounting treatment is not available to the extent that the expenditures are for the acquisition or improvement of depreciable property—including software—used in connection with the research or experimentation, if the taxpayer acquires rights of ownership to that property.

In addition, the regulations provide that if the expenditures for R&D are incurred in connection with the "construction or manufacture" of depreciable property by another, they are deductible as research expenses "only if made upon the taxpayer's order and at his risk. Specifically:

"No deduction is allowed if the taxpayer purchases another's product under a performance guarantee (whether express, implied, or imposed by local law) unless the guarantee is limited, to engineering specifications or otherwise, in such a way that economic utility is not taken into account."

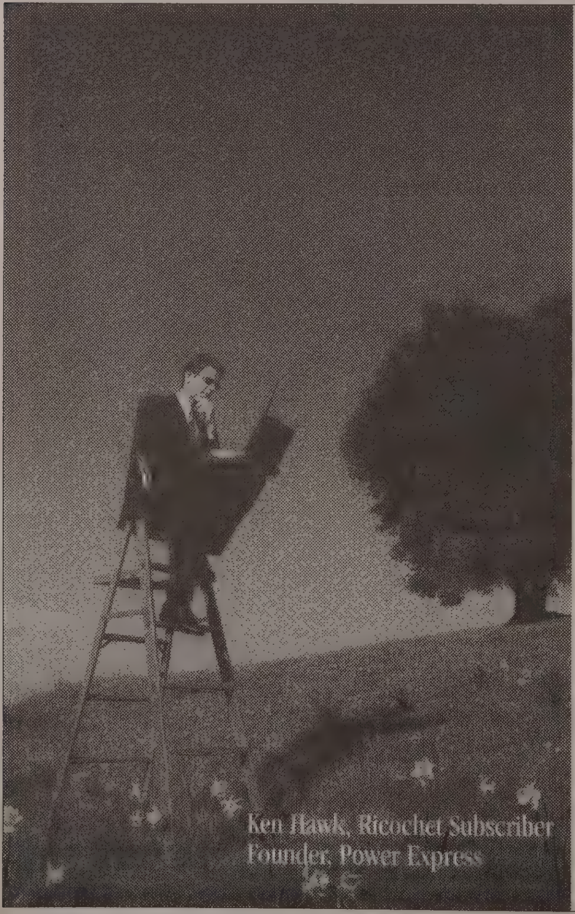
Aye, there's the rub.

In the software development agreement, the taxpayer would not accept any items until verifying that the code conformed with specifications and contained no errors.

Moreover, any necessary corrections for pro-

RESOURCES:

Internal Revenue Code Section 174(a)
Internal Revenue Code Section 1235
Treasury Regulations Section 1.174-2(b)(3)
Revenue Procedure 69-21, 1969-2
Cumulative Bulletin 303



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Accounting *continued...*

gram errors were to be made at no additional charge, even if the errors were discovered after acceptance. The government found that the programmer, not the taxpayer, bore the risk of developing the computer games.

The IRS also considered the fact that the agreement makes the programs the exclusive property of the taxpayer. Ownership was retained only for the programmer's separately developed or acquired programming techniques and tools; and then only if they incorporated none of the taxpayer's proprietary information.

The IRS concluded that, since the programmer was responsible for the operability of the software according to the taxpayer's specification, yet retained no ownership interest in the software, then "the software development agreements were contracts for the purchase of computer software and the advance royalty payments to the independent software developers were expenditures for purchased software that must be capitalized."

It should be noted that the ruling cannot be relied upon by the general public as a legal precedent. Rather, it is an internal memorandum between IRS offices intended to help IRS personnel close cases and treat taxpayers consistently. Nevertheless, the ruling clearly indicates the position that the government is likely to take should you find yourself in a similar scenario.

What Can We Learn?

In the real world, you might be faced with a choice between formally structuring compensation according to timesheets or by milestones, even though the result would be about the same due to informal understandings about the project budget and the fact that the budget is often revised as work proceeds. The ruling specifically notes that the contracts were modified, and

THE **IRS** CONCLUDED THAT, SINCE THE **PROGRAMMER** WAS RESPONSIBLE FOR THE OPERABILITY OF THE SOFTWARE ACCORDING TO THE TAXPAYER'S SPECIFICATION, YET RETAINED NO **OWNERSHIP** INTEREST IN THE SOFTWARE, THEN "THE SOFTWARE DEVELOPMENT AGREEMENTS WERE CONTRACTS FOR THE PURCHASE OF COMPUTER SOFTWARE AND THE ADVANCE **ROYALTY** PAYMENTS TO THE INDEPENDENT SOFTWARE DEVELOPERS WERE EXPENDITURES FOR PURCHASED SOFTWARE THAT MUST BE CAPITALIZED."

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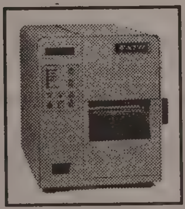

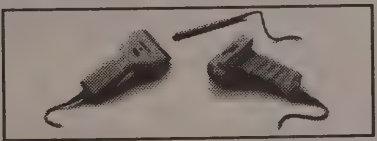

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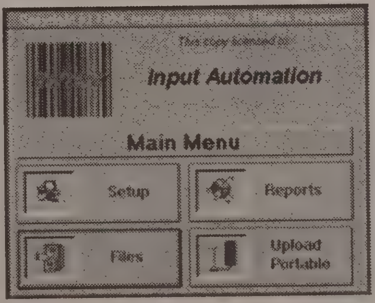

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payments increased, as work progressed. This suggests that the taxpayer structured the deal as if to transfer development risks from a large corporation to a developer working out of his home office—even though they really only expected him to provide professional services.

The taxpayer was also concerned, no doubt, that the supplier might be reclassified as an employee, rather than an independent contractor, unless the supplier nominally assumed development risks. This approach, however, merely transferred the taxpayer from the frying pan to the stewing pot.

The ruling is instructive because it shows how not to structure a deal if intended for such purposes. If the programmer had, instead, offered services through a separate corporation or partnership there may well have been abundant opportunities to navigate around employment reclassification concerns. Yet another possibility is to ensure that the contractor carries out business the way an independent contractor should, by maintaining a high degree of independence.

If a taxpayer intends, in fact, to transfer development risks to a freelance programmer, yet another strategy is sometimes workable. The programmer could develop patentable software, and then sell all substantial rights to the patent before it is made operational. The sale will qualify for capital gains treatment and the programmer will be eligible for capital gains tax rates. Moreover, sale of a capital asset is excluded from the computation of net earnings from self-employment, so self-employment taxes won't be imposed.

The downside is that the tax benefits to the developer client could be severely limited in some cases. Indeed, the software patent might be depreciable over a particularly long, fifteen-year life.

Everyone wants their software to be bug-free but few are willing to pay the price. In weighing the cost of bug removal, be sure to figure in both employment tax and income tax consequences, or the scales just might tip to the government. ■

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Technical Advice Memorandum 94-49-003 (the private ruling discussed in this article)

D. Simon and J. Cherniss, "Deducting Software Development Costs," *MicroTimes*, #142

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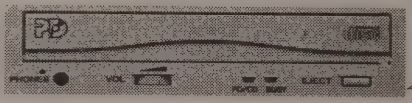

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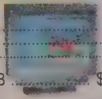

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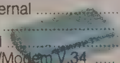

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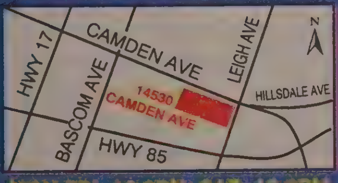

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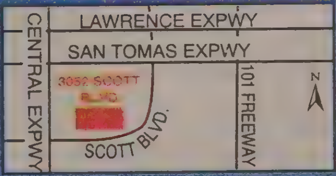

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BY MARY BOONE

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To deliver strategic value and to operate as a world-class team, IS departments need open and honest communication—both inside and outside the IS organization. Chief Information Officers (CIOs) need to send clearer messages, and they need to be better listeners. People at other levels need to overcome their fears about telling leaders the truth about what is happening in their departments.

So how can this candid communication environment be created or encouraged?

An approach I've found useful is a method called "Open Space Technology." Quite simply, Open Space is a meeting methodology that allows people to talk about the things that really matter to them in a structured and productive way.

Here's how it worked at one corporation.

An Experience In Open Space

At a large northeast pharmaceuticals firm, things had been stewing for quite some time. The results of a recent reorganization had been more palliative than productive, and people were frustrated.

The CIO was smart enough to recognize that while he was good at articulating his vision, it could only be realized through the creativity and initiative of the people closest to the work. A management team often has a vision for where it wants to go, but the organization itself is in the best position to tell them how to get there. This CIO wanted to get some candid input from his whole organization—the unvarnished truth about what was going on. He was tired of getting the laundered version filtered through his direct reports.

> To deliver strategic value and to operate as a world-class team, IS departments need open and honest communication

Individual interviews with members of the team didn't seem to be the way to get what he wanted. Besides, they would take too long and the synergy of having everyone in one room would be lost. Open Space seemed to be the right answer.

People from all levels of the organization were invited to attend a day-long session to address this theme: "What are the issues and opportunities associated with making this IS department a world-class organization?" There were no planned speakers and no planned sessions. Attendence was totally voluntary. All people had to do was bring their ideas for how to address the topic.

The big day arrived. It was clear this day was going to be different from the moment people walked in the door. There were only two tables in the room, and these were covered with laptop computers. The remainder of the room was filled with chairs arranged in a circle.

A facilitator got the meeting started by reminding everyone of the focus of the day. She then asked people to begin designing the agenda by offering to convene sessions on topics of importance to them that related to the main theme.

Within one hour, a chock-full agenda with five concurrent sessions running for eight consecutive hours was plastered along one wall of the room. Some simple guidelines to the day gave people just enough structure to make the day productive without hampering creativity.

The forty sessions that day varied in terms of attendees and topics. Here are some examples of the sessions that were held:

- Defining Roles and Responsibilities in IS
- Organizational Honesty: Speaking Your Mind
- Developing Our Architectural Vision
- Prioritizing Business Partner Requests
- Improving Organizational Teamwork
- How to Increase Business Partner Ownership in IS Projects
- Mapping Corporate Information and Data Structures
- Coping with Constant Change in Technology and Business

How Can We Improve Customer Satisfaction?

Throughout the day, people convening the sessions took responsibility for entering the notes from their dialogues into laptops provided in the main meeting room. At the end of the day, one person was designated to take all the files and merge them into a single report.

What is interesting is that the report belonged to all of the people in the room, not just some of them. This was not just a "report back to management," but also a distillation of the ideas these people had for how they as

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individuals could contribute to improving the organization.

The magic of the day had as much to do with the climate as the content. The way the day was structured helped improve the climate of trust that had deteriorated over recent months. One participant summed up the day in the final wrap-up session by saying: "These were the most open and honest discussions I've had in 10 years with this company."

On the other hand, some participants expressed concern about what next steps would be taken. One woman said, "This was a productive day, and I'm really excited about the results, but I'll wait to see if management takes any action or if they'll back us up when we take action."

This last point is key. Notice that this woman didn't say that she would simply wait to see if management would take action, she also mentioned that she herself would take action, but that she would need management's backing. This development of personal responsibility for problem-solving was very exciting to the CIO. He was willing to do his part as long as she was willing to do hers.

The CIO at this company followed through on his pledge to take the input from the day, diagnose the root causes of the problems that surfaced, and then put together a road map for changing things.

For Open Space to work, management must be willing to listen to results and have a genuine intention to take action on what surfaces.

When To Avoid Open Space

Open Space works well when an organization is facing change or crisis, when there is a set of issues that is complex and controversial, and when there is a sense of urgency about facing problems.

I've primarily used it as a tool when an IS organization is facing a reorganization or a redefinition of roles and responsibilities. It is very useful to management to know what the organization perceives as the issues and opportunities associated with success as they go about the process of redesigning.

However, Open Space absolutely will not work under the following circumstances:

1) When management already knows the answer and is holding Open Space as a pro forma way of pretending to ask for input.

2) When management is unclear about its purpose for sponsoring an Open Space meeting.

3) When management is unable to give up some control and really allow people to speak their minds.

Under these circumstances, I believe that it would not only be unsuccessful, but also unethical to call people together under the guise of asking for their input.

About Open Space

Open Space was invented by Harrison Owen. It was born out of his frustration with regular meetings. He discovered that after laboring over agendas and speakers for a whole year, it

continued on page 288

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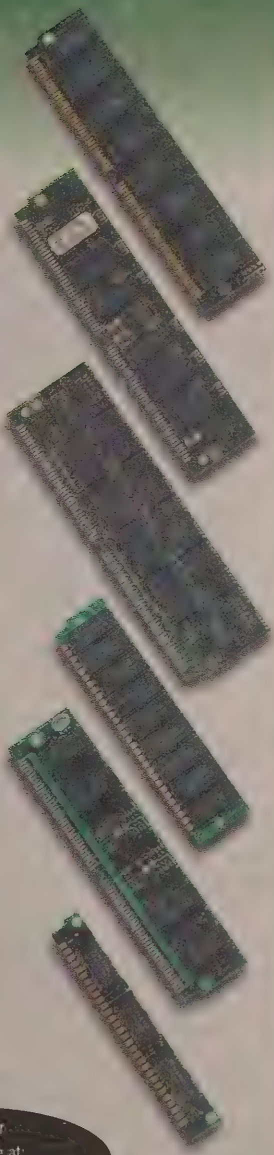

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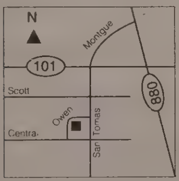

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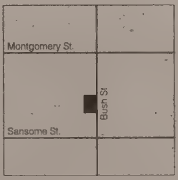

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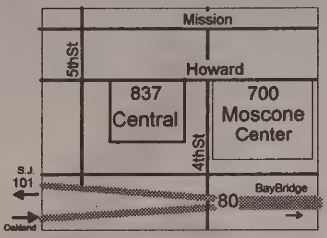

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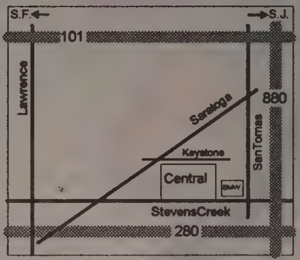

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4 half ht or 2 full ht, 200W, w. cable	119
7 half ht or 3 full ht & 1 half ht, 250W, w. cable	229
ANTEC	
CD Rom or 5.25" External Casing	65
3.5" HD External Casing	59
KS-011+RPP3002: 19 Bay Server (9 front,10 int. bay) 300W,Hot-Swap + Redundant P/S, 2 Cooling Fan	599
KS-011+RPT600: 19 Bay File Server (9 front,10 int. bay) 300W Redundant Vertical AT P/S, 2 Cooling Fan	479
KS-022+RPP3002 : 8 Bay Tower Case 12 Slots, 300W Hot-Swap + Redundant P/S	399
KS-022+RPT600 : 8 Bay File Server 12 Slots, 300W Hot-Swap + Redundant P/S	279

3. CONTROLLER

ADAPTEC	
1522A Fast SCSI Board, 3Mb/s / w. Kit	85/145
1542CP SCSI Board, 10Mb/s / w. Kit.	175/239
2742AT SCSI EISA w. Kit	355
2842AK SCSI VLB w. Kit	229
2940 SCSI PCI w. Kit oem / reg	219/249
2940U SCSI PCI w. Kit oem	235
2940W Wide-SCSI PCI Kit w. wide int cable	269
2940UW Ultra Wide-SCSI PCI w. Kit oem / reg	275/295
AHA3940 PCI Multi-Channel SCSI	399
APA1460 Slim PCMCIA SCSI	165
ASW-EZ SCSI 3.1 for Dos & Windows	69
ASW-EZ SCSI 4.0 for Windows '95	69
T348K Parallel to SCSI Adapter	95
T358K EPP Parallel to SCSI Adapter	125
BUSLOGIC	
KT410A IDE Cache VLB	119
KT445C SCSI VLB w. Kit	199
KT542B SCSI-2 w. Kit	209
KT757C Fast SCSI-2 & Wide-SCSI EISA w. Kit	375
KT910A IDE Cache PCI w. Kit	159
KT946C SCSI PCI w. Kit (supports 8GB HD)	249
COREL	
Corel SCSI Software v2.0	85
DTC	
2278VL IDE w. I/O VLB, 32 bit	35
3274 SCSI VLB 32 bit	75
FUTURE DOMAIN (SCSI)	
TMC-1660 SVP (SCSI Value Pack)	75
TMC-1680 for AT (4FD & HD) SVP	85
TMC-3260 PCI / SVP	105/139
KOUWELL	
KW-554N 2IDE/ 2FD	19
KW557A IDE/ 1.44/ 2S(FiFo)/ ECP/ 1G	29
KW558A VLB IDE/ 2.88/ 2S(FiFo)/ 1P1G/ ECP/ EPP	34
KW560C VLB EIDE/ FDC/ 2S 1P 1G	35
KW560D VLB EIDE/ 2.88/ 2S(FiFo)/ 1P/ ECP/ EPP	39
KW602B EIDE PCI	32
LDP	
Fast PCI SCSI-2 10Mb/s	179
PCI Fast 20, Ultra Wide SCSI, 40Mb/s	239
NEW MEDIA	
PCMCIA Bustoaster SCSI	215
PCMCIA Bustoaster SCSI-2	219
PROMISE (drive cache)	
DC-4030VL IDE VLB, cache up to 16MB	99
DC-5030 IDE PCI	129
EIDE 2300 Plus IDE/ 4HD/ 2S 1P/ 16550	59
EIDE MAX Enhanced IDE ISA only	32
QLOGIC	
Fast SCSI 16 bit (all SCSI CD Rom)	55
Fast SCSI EISA w. Kit / Fast SCSI VLB Kit	199/189
Fast SCSI PCMCIA	199
Fast SCSI PCI Kit / Wide-SCSI PCI Kit	249/299
SIIG (5 yr. warranty)	
SC-JE0012 EIDE 4HD 16 bit ISA	39
SC-JE4012 EIDE 4HD/ 2FD 16 bit ISA	59
SC-VKA4ZZ EIDE 4HD/ 2FD/ 2 Fast Serial/ high speed ECP/P / 1 Game VLB	89
VITEX	
IDE w. 2FD/ 2S 1P/ 16550 chips	35
IDE w. 4FD/ 4S 2P 1G/ 2S16550/ VLB	65
Enhanced IDE/ 4HD/ 2FD/ 2S 1P 1G/ VLB	35
Enhanced IDE/ 4HD/ 2S 1P/ VLB/ 16550	39
WONDER SYSTEM	
IDE w. 4FD/ 2.88/ Drivers Tape/ 1.0 Mbps	29
VL3208 EIDE w. 4HD/ 2FD/ 16550/ VLB	39
OTHERS	
ASUS SC200 SCSI-2 PCI (w. NCR chips)	85
IDE w. I/O (2S 1P) / IDE w. I/O VLB	19.50/29
IDE w. I/O (2S 1P) PCI w. 16550 chips	45

4. CPU

AMD	
486-DX2-66 / 486-DX2-80	45/55
486-DX4-100 / 486-DX4-120	79/89
486-DX4-133	99
INTEL	
486 DX2-66	79
Over Drive 486-DX2-66	79
486 DX4-100	99
586-75MHz / 586-90MHz Pentium	126/209
586-100MHz / 586-120MHz Pentium	229/289
586-133MHz / 586-150 MHz Pentium	369/479
586-166MHz Pentium	679
OTHERS	
Cooling Fan for 486 CPU	5.95
Cooling Fan for 586 Pentium CPU	7.95

5. DIGITIZER

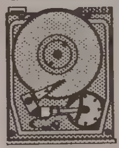
SUMMASKETCH	
III 12 x 12, 4 or 16 button	*(249)
III 12 x 18, 4 or 16 button	*(395)
- 2 button stylus for III	39
WACOM	
Art Pad II 4x5, w. Erasing Ultra Pen for PC	135
- w. Fractal Dabbler	165
Art Pad II 4x5, for MAC	139
Art Z II 6x8, w. Erasing Ultra Pen for PC / MAC	315/319
Art Z II 12x12, w. Erasing Ultra Pen for PC / MAC	425/429
Art Z II 12x18, w. UP-701E	685
UD-520 4-button Cursor	109
UP-201 Pressure Stylus	49.95
UP-701E Erasing Ultra Pen	69.95

6. DRIVE

FLOPPY DRIVE :

SONY	
MPF-520 1.44MB 3.5" / w. frame	31/35
TEAC	
1.2MB 5.25"	43
1.44MB 3.5" / w. frame / Black	33/37/45
Dual - 1.2MB & 1.44MB	85

HARD DRIVE :



CONNER	
CFS-541A 540MB 14ms 64k IDE 1" ht	165
CFS-850A 850MB 15ms 64k IDE 1" ht	195
CFS-1081A 1.08GB 10ms 256k IDE	215
CFP-1060S 1.06GB 9ms 512k SCSI-2	259
CFS-1621A 1.6GB 14ms IDE 1" ht	265
FUJITSU	
M1614TAU 1.09GB 11ms 64k IDE	205
M2684SAU 540MB 12ms 256k SCSI	169
M2915QAU 2.14GB 9ms Fast Wide-SCSI	495
M2934S 4.3GB 10ms 512k SCSI-2	985
HP	
5271A 1.6GB 12ms 512k IDE	289
3725S 2.14GB 8.9ms SCSI-2	*(549)
KINGSTON	
PCMCIA 260MB IDE	445
MAXTOR	
MXT-7541A 541MB 12ms 32k IDE	169
MXT-71084A 1GB 14ms 64k IDE	215
MXT-71626A 1.6GB 12ms 128k IDE	265
MXT-72004A 2GB IDE	325
MICROPOLIS	
MC-4221 2.1GB 9ms 512k 1/2 ht	699
MC-3243 4GB 8.5ms 512k 3.5" ht	1125
MC-1991 9GB 12ms 5.25"	2065
NEW MEDIA	
PCMCIA 105MB IDE	375
PCMCIA 170MB IDE	425
PCMCIA 260MB IDE	589
QUANTUM	
FB-1080S 1GB 12ms 128k SCSI-3	*(259)
TR-840A 840MB 14ms 128k IDE	195
Atlas XP-32150S 2GB 8ms 7200rpm SCSI-2	759
Capella VP32210S 2GB 8ms 5400rpm SCSI-2	625
Grandprix XP-34301S 4GB SCSI	959

COMPUTER CLASS

WINDOWS '95 TRAINING

COMPUTER TRAINING CLASS

- Introduction to Windows '95 class beginning in April. Fee - $95.
  Each class is 4 hours, 1 evening, at our Santa Clara store in the training center.
- Instructor - Clarence Hoes
  Former dean & instructor at Heald College with 15 years of teaching experience
- Classes include hands on multimedia training. Each student is provided with a PC and training materials.
- For class schedules, registration and other details, please call Lee Ann at (408)248-5888

*(price) .... *SPECIALS , while supplies last* (oem) .... $, bundled with hardware only

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COMPUTER SYSTEMS, INC.
WIDE SELECTION AT LOW PRICES

Santa Clara store

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FAX: 408 241-0390 3777 Stevens Creek, Santa Clara CA 95051

SAMSUNG

PLS-30854A 850MB 11ms 256k IDE	209
PLS-31274A 1.27GB 11ms 256k IDE	249

SEAGATE (5 yr. warranty for 1GB+)

ST-51080A 1GB 10.5ms IDE	225
ST-51080S 1GB 12ms SCSI	259
ST-32140A 2GB 10.5ms IDE	349
ST-32430N 2.14GB 9ms 512k Fast SCSI	649
ST-32430W 2.14GB 9ms 512k Wide-SCSI	689
ST-32550N 2.14GB 8ms 512k SCSI-2	725
ST-32550W 2.14GB Fast-wide SCSI	799
ST-15230N 4.3GB 9ms 512k SCSI	995
ST-15150N 4.3GB 8ms 512k SCSI	1125
ST-410800N 9GB 11.5ms 1M SCSI	2199

TOSHIBA

PCMCIA 262MB IDE	455

WESTERN DIGITAL (3 yr. warranty)

WD-6350 635MB 11ms 128k IDE	175
WD-2850 850MB 10ms 128k IDE	195
WD-2100 1GB 11ms 128k IDE	225
WD-21200 1.2GB 11ms 128k IDE	**(239)*
WD-31600 1.6GB 10ms 128k IDE	299

OTHERS

Impression CardDrive (2 slot PCMCIA)	185
Mounting Frame for 3.5" Hard / Floppy Drive	4/4
Removable Case for 3.5" HD IDE / SCSI	25/27

REMOVABLE DRIVE :

IOMEGA

Jaz Drive 1GB SCSI	529
- Jaz Disk 540MB : single / 5-Pack	75/315
- Jax Disk 1GB : single / 5-Pack	129/499
Zip Drive 100MB SCSI	199
Zip Drive 100MB Parallel	199
- Zip Disk 100MB : single	18.95
- Zip Disk 100MB : 3-Pack / 10-Pack	49.95/155

SYQUEST (Mitac)

105MB 3.5" w. cart., SCSI for Mac, Ext.	339
105MB Cartridge	55
270MB Cartridge	65
EZ 135MB SCSI	229
EZ 135MB Parallel Port	249
EZ Disk 135MB	19.99

7. I/O CARD

KOUWELL

KW524H 2S/1P/1G	22
KW524J 2S/2P	24
KW524L 2S(FiFo)/ 1P/ 1G	34
KW508-1 Single Parallel Port	12

QUICKPATH (16550)

FlexPort 42: 4 Serial / 2 Parallel (Bi - Dir)	99
PortFolio 550E: 13 Port Multi-I/O, 4 Serial/ 4 FDD/ 2 Parallel/ 2 IDE/ 1G	125

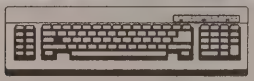
SIIG (5 yr. warranty)

(2S 1P) w. 16550 chips	39

STB 4-COM

4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15)	99

8. KEYBOARD



FOCUS

FK2001 101 Click	35
FK9000 129 Key Programmable	47
FK7200 101 Trackball	39

MICROSOFT

Natural Keyboard oem / reg	*65/*(79)*

NORTHGATE OMNI (5 yr. warranty)

101NI / 102	**(65)/*(65)*
Ultra T	**(75)*

SIIG (5 yr. warranty)

Minitouch 81-key Click	45
Supertouch 101 Click	53
Wavetouch 101 Soft	39
Wintouch (for Win'95)	39
W104 (for Win'95)	29

OTHERS

Antec 101 Key (black)	39
BTC 5100 Key Mini (80-key)	35
Keytronic 104	**(29)*
Maxi 101 / Maxi 124	35/53
Mitsumi 104	29
Spill -resistant 101 Key	19.50
Unikey Natural Keyboard	42
WYSE Enhanced PC Keyboard	98

9. MEMORY

DRAM

256k x 4 - 70ns	5.50

SIMM

1 x 9 - 60ns / 70ns	(1MB)	28/26
4 x 9 - 60ns / 70ns	(4MB)	109/105
1 x 36 - 60ns / 70ns	(4MB , 72 pin)	109/105
2 x 36 - 60ns / 70ns	(8MB , 72 pin)	225/219
4 x 36 - 60ns / 70ns	(16MB, 72 pin)	399/395
8 x 36 - 60ns	(32MB, 72 pin)	789
EDO 1 x 32 - 60ns		85
EDO 2 x 32 - 60ns		169
EDO 4 x 32 - 60ns		389
EDO 8 x 32 - 60ns		749
Non Parity : 1 x 32 - 60ns / 70ns		85/83
Non Parity : 2 x 32 - 60ns / 70ns		155/145
Non Parity : 4 x 32 - 60ns		329
Simm Verter 30-pin to 72-pin converter		21.95

OTHERS

Memory for Computer, Laptop, Notebook, & Laser Printer upgrades	call

10. MODEM & FAX

BOCA

14.4 Fax Int / Ext	**(75/95)*
14.4 Online Express Int / Ext	65/79
14.4 Voice Fax Modem Int / Ext	99/109
14.4 VSP Sound Express Fax Modem	**(99)*
28.8 Fax Modem v.34 Int / Ext	**(165/199)*
SE14SRS 14.4 Sound Expression Int	**(139)*
SE34SRS 28.8 Sound Expression Int	**(235)*

GARNET (5 yr warranty)

28.8 v.34 Fax Int	125

GVC (Maxtech)

PCMCIA 9624 Fax	**(69)*
28.8 Fax Internal	149

HAYES

Accura 144 + Fax Int / Ext	**(87/99)*
Accura 28.8/14.4 v.34 Fax Int / Ext	175/199
ESP Communication : Single Port	85
Optima 288 v.34 Fax Int / Ext Voice	369/419
Optima 288 v.34 PCMCIA w. EZ jack	299

MEGAHERTZ

PCMCIA XJ1144 Fax (MNP5)	**(85)*
PCMCIA XJ3144 Fax (MNP10) w. cable	**(135)*
PCMCIA XJ2288 Fax	295

MICROCOM

Deskporte 28.8S V.34 Fax Ext	175
Deskporte EP 28.8 V.34 Ext	229

MOTOROLA

BitSerfer ISDN Modem Int	285
BitSerfer TA210 ISDN Ext	279
BitSerfer Pro ISDN Multilink PPP	359
Modem Serfer 28.8 Fax Int / Ext	**(149/165)*

PHOBE MICRO

28.8 Fax/ Voice Mail/ Sound all-in-1	**(169)*

PRACTICAL PERIPHERALS

PM144MT Mini Tower 144 Ext	**(89)*
PC288HC PC28.8 v.34 Fax, 230K DTE Int	269
PC288MT 28.8 v.34 Fax Ext	285
PC28.8 v.34 Ext LCD	345
PM144HC PM144FX144 Int	**(75)*
PM288HC PM28.8 v.34 Int	**(159)*
PM288MT Mini Tower Ext	**(175)*

PURE DATA

Satisfaxion 400 144/144 Fax Int	289
Satisfaxion 400e 144/96 Fax Ext	335

SUPRA EXPRESS

28.8 Fax Modem, plug & play Int / Ext	**(135/159)*

US ROBOTICS

Courier ISDN v.34 Int / Ext	435/469
Courier ISDN v.34 with NT1 Int / Ext	535/599
Courier ISDN with Analog Int / Ext	595/675
Courier v.34 28.8/14.4 Fax Int / Ext	**(365/379)*
Share Access Ethernet Fax Server	1895
Sportster 144/144 Fax MNP5 Int / Ext	95/109
Sportster 144/144 for Mac Ext	149
Sportster ISDN 128k Int	375
Sportster v.34 28.8/14.4 Fax Int / Ext	185/195
Sportster v.34 28.8/14.4 Fax for MAC	215
Sportster PCMCIA Fax v.34 28.8	**(289)*
Sportster Vi 144 Fax w. Voice Mail Int / Ext	109/125
Sportster Vi 288 Fax w. Voice Mail Int / Ext	199/215
Sportster Vi 28.8 v.34 w. DSVD Int	275
Sportster 28.8/14.4 Win Modem Int	145
Sportster V.34 28.8 Fax/ Voice / Speaker Phone Int.	219

WISECOM (5 yr warranty)

WS-1414IV1 14.4 Data/ Fax/ Voice Int	**(55)*
WS-1414EV1 14.4 Data/ Fax/ Voice Ext	69
WS-2814IS6/W 28.8 Data / Fax / Voice / Speaker phone, Int	**(139)*
WS-2814CM1 PCMCIA 28.8 Fax Modem	**(165)*

XIRCOM

CM-28 28.8 Fax PCMCIA	275

ZOOM (7 yr. warranty)

144 Fax Modem & Voice Int / Ext	**(99/149)*
28.8 V.34 14.4 Fax Int / Ext	149/175
Comstar 28.8 Voice V.34 Tel Int	199

ZY-XEL

Elite 2864 28.8 Ext upgrade to ISDN	425
Omni 28.8 Ext Voice Serial / Parallel	314/315
U1496E 16.8 Voice 14.4 Fax, LED Ext	299

OTHERS

CommShare 550 Phone & Fax Auto-switch	**(69)*
CommShare 750 4 Port Switching	**(89)*
14.4 Fax Modem Int	59

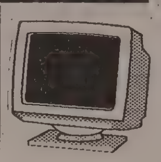
FAX MACHINE :

LUMINA

Series 2000, Model 2096, Fax/ Scan/ Copy, 256k	389
Series 2000, Model 2144, Fax/ Scan/ Copy, 1MB	525

11. MONITOR

For your comparision,
we display same pictures
on 20 big monitors
using VGA splitters.



VGA Monitor Splitter : 4 to 1	155
VGA Monitor Splitter : 8 to 1	195
VGA, Keyboard Switch : 4 Way	19.95
VGA, Keyboard & Mouse Switch : 2 Way	24.95
VGA, Keyboard & Mouse Switch : 4 Way	34.95
VGA Switch 1 to 4 Way	13.95

EYE Q

SM1411 14" Flat Mono Amber	85
SM1418 14" SVGA Mono	99

HITACHI

CM1587M 15" Flat 1280 x 1024 .28 NI	379
CM1786M 17" 1280 x 1024 .28	649
CM2011M 20" 1600 x 1200 .28 NI	1295
CM2110M 21" 1600 x 1200 .26	1645

IIYAMA

MF-8617E 17" 1600 x 1200, 69Hz, .26 NI	**(729)*
MT-9017E 17" 1600 x 1200, 72Hz, .25 NI	**(825)*
MF-8221E 21" 1600 x 1280, 76Hz, .28 NI	**(1739)*
MT-9021E 21" 1600 x 1280, 76Hz, .30 NI	**(1715)*

KFC

CA1507 15" Flat 1280 x 1024 .28 NI LED	375
CA1515DL 15" Flat 1280 x 1024 .28	355
CA1718 17" Flat 1280 x 1024 .26	595

MAG

DX15T 15" 1280 x 1024 .26 NI	**(419)*
DX1595 15" 1280 x 1024 .28	389
DX17T 17" 1280 x 1024 .26 NI	**(795)*
DX1795 17" 1280 x 1024 .28	695
MXP17F 17" Flat 1600 x 1280 .26 NI	**(849)*

MAXVISION

HL-7864 Deluxe 17" 1280 x 1024 .28 NI	585

NANAO

F2.17 17" 1280 x 1024 .28 NI	875
F2.17EX 17" 1600 x 1200 .26 NI	995
T2.17 17" 1280 x 1024 .25 NI, Trinitron	**(1095)*
T2.17TS 17" 1280 x 1024 .25, Diamondtron	1039
T2.20 20" 1600 x 1280 .30 NI, Trinitron	1825
FX2.21 21" 1600 x 1280 .28	2895

NEC

XV15 Plus 15" 1024 x 768 .28	485
XP17 17" 1280 x 1024 .28 NI	1069
XV17 Plus 17" 1024 x 768 .28 NI	849
- Monitors Lens for 17XV / 17XE / 17XP	79/99/99
XE21 21" 1280 x 1024 .28 NI	**(1675)*
XP21 21" 1600 x 1200 .28 NI	**(1999)*

NOKIA

447L 17" 1024 x 768 .28 NI	689
447X-258 17" 1600 x 1280 .25 NI	975
445X 21" 1600 x 1280 .26	1945
445X 21" 1600 x 1280 .26 TCO	2055

OPTIQUEST

1000S 14" 1024 x 768 .28 NI	**(249)*
1500D 14" 1280 x 1024 .28 NI	349
2000DC 15" 1280 x 1024 .27 NI	389

PANASONIC

C1791E 17" 1280 x 1024 .28 NI	**(689)749*

PRINCETON

Ultra 17 17" 1280 x 1024 .28 NI	595
Ultra 17 Plus 17" 1600 x 1280 .28 NI	679

PROTON

GM1449A 14" 1280 x 1024 .28 NI, built-in speakers & earphone	265
GM1560 15" Flat 1280 x 1024 .28 NI	335
GM1764M 17" Flat 1280 x 1024 .28 NI, Digital, built-in speakers	659

SAMSUNG (SyncMaster)

15GLi 15" 1280 x 1024 .28 NI, at 60Hz	429
17GLi 17" 1280 x 1024 .28 NI, at 60Hz	739
17GLSi 17" 1600 x 1200 .26 NI, at 68Hz	**(849)*
20GLS 20" 1600 x 1200 .28 NI, at 66Hz	1299

SHAMROCK

SRC-1407 14" 1024 x 768 .28 NI, Digital	249
SRC-1502 15" 1280 x 1024 .28 NI, Digital	329
SRC-1703L 17" 1280 x 1024 .28 NI, Digital	589
SRC-1702L 17" 1600 x 1280 .26 NI, BNC	689
SRC-2002L 1600 x 1280 NI	1199
SRC-2102L 1600 x 1280 NI	1549

SONY

15SX 15" 1280 x 1024 .25 NI	445
15SFII 15" 1280 x 1024 .25 NI	485
17SFII 17" 1280 x 1024 .25 plug & play	889
17SEII 17" 1600 x 12000 .25 NI, plug & play	1089
20SFII 20" 1600 x 1200 .30 NI, plug & play	1745

TATUNG

CM14UHE 14" 1024 x 768 .28 NI	239
CM15UDE 15" 1024 x 768 .28 NI	349

TVS

9" 1024 x 768 VGA Mono	119

VIEWSONIC

14ES 14" 1024 x 768 .28 NI	285
15ES 15" 1024 x 768 .28 NI, MacII	385
15G 15" Flat 1280 x 1024 .28 NI	425
15GA 15" 1280 x 1024 .28 NI, built-in speakers	489
17EA 17" 1280 x 1024 .28 NI, plug & play	665
17GA 17" 1280 x 1024 .27 NI, plug & play	779
17GS 17" 1280 x 1024 .27 NI	699
17PS 17" 1600 x 1280 .25 NI, plug & play, TCO	869
PT770 17" 1600 x 1280 .25	**(869)*
20G 20" 1600 x 1280 .28 NI, MacII, TCO	1235
21PS 21" 1600 x 1280 .26 NI, MacII	1619
PT810 21" 1600 x 1280 .30	**(1789)*

WYSE

WY-1450A 14" 1024 x 768 .28 NI	269
WY-15E 15" 1280 x 1024 .28 NI	409
WY-60 Terminal 14" : Amber/ Green/ White	335 each
WY-65 Terminal 14" : Amber/ Green/ White	359 each
WY-150 Terminal 14" : Amber/ Green/ White	299 each

12. MOTHERBOARD

AIR (w/o cpu)

486MI : 486-DX2-66 256k, 3VLB, built-in AT I/O	149

ASUS (w/o cpu)

486-DX2-66 256k PCI, built-in IDE+SCSI I/O	209
P55TP4NX 586-166 PCI, 256k, w. Burst SRAM	209
P55TP4NX 586-166 PCI, 512k, w. Burst SRAM	259
586-90 / 100 256k PCI EISA, dual processor	565

IBM (Opal)

486SLC-66 VLB 64k w. CPU & Math Proc	139

INTEL (w/o cpu)

Atlantis 586-166Mhz PCI, Triton, built-in IDE I/O, w. 256k Burst SRAM, ATI Mach 64 1MB SVGA & w. Vibra Sound	349
Endeavor 586-166Mhz 256k PCI, Triton, IDE I/O	209
Endeavor 586-90/ 166MHz PCI, Triton, built-in IDE I/O w. Pipeline Burst SRAM & Vibra Sound	259

LYNX (USA made, w/o cpu)

486-33 / DX2-66 256k VLB Green PC, 30-pin	125

M-TECH (w/o cpu)

486-DX2-66 256k VESA, 30-pin & 72-pin	129
486-DX4-100 256k PCI, 30-pin & 72-pin	149
586-133Mhz 256k PCI, 30-pin & 72-pin, w. Burst SRAM 256k	195
586-166Mhz 256k w. Burst SRAM Triton	159

MICRONICS (w/o cpu)

BCP 386-33 64k, 4MB max	55
JX3WB 486-DX2-66 256k VLB w. write-back cache	209
M54PI 586-133Mhz w. IDE I/O (Neptune)	279
M54Hi 586-166 256k, Triton, w. Burst SRAM	325

NexGEN (AMD 586 CPU)

P100 w. 256k, 3PCI, EIDE, I/O	269
P110 w. 256k, 3PCI, EIDE, I/O	289
PF110 w. floating point CPU	329
P120 w. 256k, 3PCI, EIDE, I/O	345

SHUTTLE (w/o cpu)

HOT-433 486-DX4-133<hz 256k, PCI, IDE I/O	129
HOT-541 586-166Mhz PCI, Triton, built-in IDE I/O, & 256k Burst SRAM	145

SUPER (w/o cpu)

P55CMS 586-90 / 180 256k, PCI, built-in IDE I/O	
- w. Burst SRAM 256k, w/o cpu	229
- w. Burst SRAM 512k, w/o cpu	269
P6SOF Single Pentium Pro 200/ 180/ 166/ 150Mhz, w. IDE I/O	1215
- CPU	Call
P6SOF Dual Pentium Pro 200/ 180/ 166/ 150Mhz, w. IDE I/O	1515
- CPU	Call

13. MOUSE & JOYSTICK

AGILER

AGM-800E Serial 400 dpi	12.50
ATB-610 Serial Trackball	19.95
Master Plus 400	16.50

**(price) .... SPECIALS , while supplies last*   (oem) .... $, bundled with hardware only

ANCER (black)

3-button	19

KENSINGTON

Expert Bus 5.0	115
Expert Serial & Trackball 5.0	95
Thinking Mouse (serial & PS/2)	79

LOGITECH

Cordless II	72
First Serial / First Trackball	31/49
Mouseman Bus / PG15 Bus oem	64/45
Mouseman Serial	45
Serial Combo PC & PS/2 oem / reg.	32/45
Trackman II / Trackman Live Cordless	65/125
Trackman Marble (for Win'95)	75

MICROSOFT

Bus 2.0 400dpi w. Bus Card oem / reg	65/79
PS/2 Combo for Win'95	39.95
PS/2 2.0 (round connector) oem / reg	35/59
Serial 2.0 400dpi oem / reg	29/55

MOUSE SYSTEMS

Altes Mouse	9.95
Mouse! Serial w. Pad.	19
Omni Mouse (new version)	26
PC Mouse III (3-button optical)	49.50
PC Trackball II	39.95
ProAgio (5-button serial)	45
Serial Bus Card (9IRQs)	29

JOYSTICK :

LOGITECH

Wingman Extreme oem / reg	39/47
Wingman Standard	29.95

MICROSOFT

Side Winder 1.0	29
Side Winder 3D Pro	**(55)*

MOUSE SYSTEMS

Cobra (joystick)	9.95

THRUSTMASTER

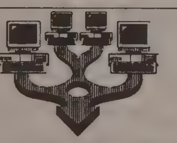
ACM Gamecard	29.95
F-16 FLCS	125
F-16 TQS	129
Flight Control System MK II	65
- w. US Navy Fighters	85
Flight Control System Pro	119
Formula T2	119
Rudder Control	114
Weapon Control MKII	109
UPROM	29.95
XL Action	28

OTHERS

Command Pad (by Quickshot)	9.95
CyberFlight Joystick + Dark Forces	39
CyberPad + Doom II	34
Game Gun + Crime Patrol	49
Gravis Analog Pro	29
PC Gamepad	19.95
Touche' Touch Pad for Serial / PS/2	**(55/55)*
Color Mickey Pad / Flinstone Mouse Pad	5.99/7.99
Lion King Mouse Pad	5.49
Star Trek Mouse Pad / Star Wars Pad	7.99/7.99
Walt Disney Mouse Pad	4.99
Winnie the Pooh Mouse Pad	5.49

14. NETWORK

The #1 Network Products Reseller
Over 30 Brand Names for Selelction



Government & Education Pricing Available
Please Call for Details

3COM

3C250 FMS 100BaseTX Fast 12 Port HUB	**(1595)*
3C509B Etherlink III Coax / 5-Pack	**(109/466)*
3C509B Etherlink III TPO oem	**(69)*
- single reg / 5 Pack	**(105/415)*
3C509B Etherlink III TP+AUI oem	**(78)*
- single reg / 5-Pack	**(108/449)*
3C509B Etherlink III Combo oem	94
- single reg / 5-Pack	119/525
3C562 PCMCIA Lan + Modem TP	469
3C579 Etherlink III EISA Coax / TP	218/219
3C589C PCMCIA TP / 5-Pack	**(155)/699*
3c589C PCMCIA Combo / 5-Pack	**(199)/925*
3C590 PCI TPO oem	**(105)*
- single reg / 5-Pack	135/565
3C590 PCI Combo oem / reg	**(135/165)*
3C595-TX PCI 10/100 TP oem	149
- single reg / 5-Pack	169/725
3C597-TX EISA 10/100 TP	239
3C861 Impact ISDN S/T Interface Int	399
3C862 Impact ISDN U-Interface, built-in NT1, Int	439
3C871 Impact ISDN Digital Modem Ext.	369
3C872 Impact ISDN with V.32bis Ext	545
3C16170 Link Builder (12TP)	335
3C16180 Link Builder (9TP + BNC)	185
3C16670 Link Builder FMSII 12 Port	565
3C16671 Link Builder FMSII 24 Port	995
3C30500 Linkswitch 500 Stackable 10 Port	2595
3C16900 Linkswitch 1000 24 Port 1 Fast	3195
3C16640 Linkswitch 1200 6 Port, FDDI Link	4595
3C22000 Linkswitch 2200 16 Port, FDDI	6395
Transcend Link Builder FMS Management	350

ADAPTEC

ATM 25.6Mb/s 128k PCI	299
ATM 25.6Mb/s 512k PCI	389
ATM 155 Mb/s 512k PCI UTP	725

ALLIED TELESYN

MicroHub MR420T 4 Port (4TP + AUI)	129
MicroHub MR820TR 8 Port (8TP + AUI + BNC)	139
Transceivers: MX10 (AUI - BNC) / 210T (AUI - TP)	29/29
Workgroup Hub 3012T 12 Port (12TP + AUI)	239
Workgroup Hub 3012TR 12 Port (12TP+AUI+BNC)	279
Workgroup Hub 3016TR 16 Port (16TP+AUI+BNC)	335
Workgroup Hub 3024TR 24 Port (24TP+AUI+BNC)	399

ARTISOFT (Lantastic)

Corstream Server 5-user (8340)	**(399)*
- upgrade to dedicated server	59
HUB: 8 Port (8TP + BNC)	189
HUB: 12 Port (12TP + BNC)	225
Lantastic for Windows '95	89
- upgrade for Single / 5-user	69/265
Lantastic Z (2 stations)	89
Lantastic 6.0 Starter Kit Coax 2-user	235
Lantastic 6.0 Add On NR-SI 2000C	115
Lantastic 6.0 Add On NR-SI 2000T	**(119)*
Lantastic 6.0 for single / 5 / 10-user	79/329/599
- upgrade for single / 5 / 10-user	39/99/149
Lantastic for OS/2	99
Lantastic for TCP/IP single / 5-user	199/785
Lantastic PowerSuite :	
- 1 / 5 / 10 / 25-user	149/599/1075/2295
- conversion for 1 / 5 / 10-user	89/345/595
NR-SI 2000C Coax / 5 pk / 10 pk	**(74/338/617)*
NR-SI 2000T TP / 5 pk / 10 pk	**(75/339/619)*
NR-SI 2000A Combo	**(89)*

ASANTE (for Mac & PC)

10T HUB 8 Port (8TP + 1BNC)	**(145)*
10T HUB 12 Port (12TP + 1BNC + 1AUI)	**(265)*
EtherPAC 2000+ T	**(55)*
Fast Ethernet 100BaseTX 12 Port HUB	**(1475)*
FriendlyNet with BNC Adapter / TP Adapter	59/55

ASCEND

ISDN Pipeline 25 Single / w. NT1	599/725
ISDN Pipeline 50 Single / w. NT1	735/875
ISDN Pipeline 50 w. UBRI	1250

ATTACHMATE

Products	Call

BOCA

BEN110 ISA TP / BEN120 Combo	55/*(59)
BEN210 8 Port HUB	**(105)*
BEN1VL VLB TP / BENPI PCI 32 bit Combo	69/*(79)

CASTELLE

JetPress MIO TP (network printer server)	389
JetPress XIO Coax + TP	429
LANPress (print server connects up to 4 printers)	
- Ethernet Thick/Thin Coax (1P 3S)	475
- Ethernet 10BaseT (1P 3S)	475
- Ethernet BNC & 10BaseT (2S 2P)	435

CHEYENNE

Arc Serve NLM for Win	
- 5 / 10 / 25 / 50-user	249/475/825/995
Arc Serve for Win NT Single Server	**(475)*
Arc Serve for Win NT Enterprise	**(795)*
Arc Serve for Mac - 5 / 20-user	159/309
Arc Solo Backup s/w for Dos / for Win	119/118
Fax Server NLM - 5 / 10 / 25-user	255/325/449
Inoculan for Win'95 (Anti-Virus)	46
Inoculan for Win NT Workstation	59

CISCO

Lan to Lan Personal Office ISDN - BRI	495
Lan to Lan Remote Office ISDN Single BRI	1295

CNet (Advanced Network)

2000E+ TP	**(27)*
2000E+ Jumperless Combo	35
3270 Emulation for PC / for PS/2	175/195
5250 Emulation for PC / for PS/2	199/235
8000TPC HUB: 12 Port Stackable	299
8800TPC HUB: (8TP + BNC)	**(95)*
8816TPC HUB: (16TP + BNC)	**(225)*
8900TPC 12 Port SMNP Slave HUB	465
8910TPC 12 Port SMNP Master HUB	775
Personal Netware 2-user Coax / TP	109/*(99)
Personal Netware single-user Combo	**(59)*

COGENT

EM100 PCI Fast-TX, 32 bit bus mastering	219
EM400 PCI Quartet Fast (4UTP)	995
EM525 Ethernet 16 Combo	**(69)*
EM595TP Ethernet PCMCIA UTP	189
EM932 EISA 32 bit Coax / TP	224/225
EM960 32 PCI Full Duplex TP / Combo	**(119/129)*
EM964TP 32 PCI 4-Port Full Duplex TP	469

DANPEX

ArcNet & Token Ring products	call
1616i SNMP Intelligent 16 Port Hub	635
1616M SNMP Manageable 16 Port Hub.	395
6200P2 PCMCIA BNC+TP	115
7000P3 32bit VLB Combo	**(75)*
9400P3 32bit PCI Combo	**(79)*
EN-800A Slim 8 Port HUB	115
EN-1600 16 Port HUB	235
EN-2400 24 Port HUB	359
ER-200 2-port Repeater Coax	185
ER-400 4-port Repeater Coax	299
ET-510 Translator (UTP to AUI)	107
ET-509 Translator (UTP to BNC)	109
FE-1000TX ISA 100BaseTX 10/100	**(128)*
FE-1400TX PCI 100BaseTX 10/100	**(129)*
PrintMate PM-NW (for Netware)	269
PrintMate PM-TCP (for SUN, UNIX)	279

DCA

IRMA Workstation 2.1 for Dos / for Win	259/359
IRMA 3270 Conversion ISA	445
IRMA 3270 for Mac II / LC / SE	735

DEC

Bridges, Routers, Hubs	Call

DIGIBOARD

Data Fire : Client ISDN (2B, 1D, 128Kb/s)	395
IMAC Bridge 1 ISDN / Dual IMAC	1165/1595
PC IMAC-ISA : Server, 1ISDN	550
PC IMAC/4-1 : Multi ISDN Expension	695
PC IMAC/4-2 / PC IMAC/4-4	1095/2195

EMULEX

Print Server & Sharing Units	Call

FARALLON

Connection Products for PC & MAC	Call

HP

Advanced Stack 8 Port HUB 10BaseT	245
Advanced Stack 12 Port HUB	575
- with SMNP	895
Advanced Stack 24 Port HUB	999
- with SMNP	1329
J2573A 10/100 VG Selectable ISA	169
J2585A 10/100 VG Selectable PCI	165
J2550A Jet Direct TP (for HP 4 series)	315
J2552A Jet Direct Combo (for HP 4 series)	365
J2382B Jet DirectEX (for HP 5P & others)	**(175)*
J2593A Jet DirectEX Plus 3 Combo	449
J2980A Advance Stack 10/100 Lan Switch-16	5295

IBM

Ether 16 Coax / TP / Combo	69/69/79
ISDN Wave Runner ISA	495

INTEL

EILA 8225 EtherExpress 32 Flash EISA Combo	219
EILA 8265 PRO/100 for EISA	**(199)*
MCLA 8120 MCA TP	175
PILA 8465B PRO/100 PCI TP oem / reg	135/*(155)
EtherExpress Pro 10 bit cards :	
- PCLA 8200 BNC + AUI + TP	125
- PCLA 8200 5 Pack	**(525)*
- PCLA 8210 BNC + TP oem / reg	**(85/104)*
- PCLA 8210 5 Pack	**(449)*
- PCLA 8220 TP oem / reg	**(74/99)*
- PCLA 8220 5 Pack	**(439)*
- PCLA 8205 Flash BNC+AUI+TP	135
- PCLA 8215 Flash BNC + TP	125
- PCLA 8225 Flash TP	119
EC100TX Stackable 12 Port 100 TX Hub	**(1495)*
LANdesk Server Manager Pro (LDSM1000)	1185
LANdesk Virus Protect 3.0 (SLAN1218V30)	665
LANdesk Workgroup Manager 25 Node (LEWMV10).	559
Netport II Thin & Thick	395
Netport II 10BaseT	399
Netport Express XL / 3-pack	465/1295

LANPRO

2000JT 16 bit TP	**(28)*
2000PXA PNP Full Duplex Combo	**(35)*
EP3020A Pocket Combo	109
EM5100 PCI Combo	79
HUB: 5 Port (5TP)	**(69)*
HUB : 8 Port (8TP + BNC)	**(85)*
HUB : 16 Port (17TP + 1AUI + 1BNC)	**(199)*
HUB : 16 Port (17TP + 2BNC + 2AUI)	**(225)*

MEGAHERTZ

EM1144T PCMCIA Ethernet TP & 14.4 Modem	**(355)*
XJ10BT PCMCIA Ethernet TP	**(149)*
XJ10BC PCMCIA Ethernet Combo	**(175)*
XJEM 3288T: Modem 28.8 + Ethernet TP	429
XJEM 3288C: Modem 28.8 + Ethernet Combo	455

MICROCOM

Lan Express 2000 4 Port / 8 Port	2550/3550

MICRODYNE

EH800E 8 Port HUB	**(139)*
EH1200E 12 Port HUB	**(169)*
NE 10/100 ISA	139
NE 10/100 PCI	135
NE2000+ TP / 5 pack	**(75/329)*
NE2000+ Combo / 5 pack	**(85/399)*
NE2500 Combo, plug & play oem	**(65)*
NE3200 EISA Coax / TP	445/445
NE3210 EISA 32 bit Combo	185
NE5500 32 bit PCI	**(109)*
Synchronous .35 WAN Adapter / .35+	450/869

NATIONAL SEMICONDUCTOR

InfoMover NE2000+ Combo	69

NETWORTH

100 Base TX 8 Port HUB	1375

NOVELL

Dos 7 (w. Personal Netware) oem / reg.	45/55
Lan Workplace 5.0 single / 10-user.	295/1295
Netware 3.12 (3.5" FD or CD)	
- 5 / 10 / 25-user reg	695/1595/2295
- 50 / 100 / 250-user reg	3095/4295/7495
Netware 4.1 (CD only)	
- 5 / 10 / 25-user reg	695/1595/2295
- 50 / 100 / 250-user reg	3095/4295/7495
Netware Connect 2 Ports / 8 Ports	375/1395
Netware Connect 32 Ports	3895
Netware Management Agents	335
Netware NFS v1.2C	2850
NFS Client for Lan Workplace	205
Personal Netware oem / reg	39/75
Unixware Personal Edition v2.01 - CD version	319
Unixware SDK v2.1 - CD version	105

PALINDROME

Network Archivist NLM 3.1A	**(395)*

SHIVA

LanRover/2E Plus 3.5 Async TP v.34	1695
NetModem/E 28.8 Ether BNC + TP	1295

SMC

Ether EZ TP	**(99)*
Ether EZ Combo oem / reg	*(79)/115
Elite Ultra 16 Coax oem	**(69)*
Elite Ultra 16 Combo oem	89
Elite Ultra 32 EISA Combo	215
Etherpower PCI TP (8432T)	**(139)*
Etherpower PCI Combo oem / reg	**(125/155)*
Etherpower PCI 10/100 (9332DST)	**(155)*
Netware Boot ROM for Ethernet v1.3	29.50
Tiger HUB: 100TX 16 Port	2895
Tiger HUB: 3212TC (12TP + BNC + AUI)	369
Tiger Switch XE 24 Port	6895

SYNOPTICS (BayNetworks)

Networking products	Call

THOMAS CONRAD

TC5143T ISA TP / 6-pack	79/395
TC5048T PCI TP / 6-pack	145/635
TC5048T2 PCI Combo / 6-pack	175/785

WISECOM (5 yr warranty)

E300CT PCI 32 bit Combo	65
H008CAT 8 Port HUB (8TP + AUI + BNC)	**(89)*
P200CT 16 bit ISA Combo, plug & play	45
R200CT 16 bit ISA Combo	**(29)*

XIRCOM

ISDN Basic Rate Adapter	**(359)*
PCMCIA CE2-10BT TP	**(139)*
PCMCIA CE2-10BC Combo	**(175)*
PE3-10BT Pocket Adapter TP	**(259)*
PE3-10BC Pocket Adapter Combo	**(279)*
PS-CEM28-BT 28.8 Modem + Ethernet TP	425
PS-CEM28-BC 28.8 Modem + Ethernet Combo	495

OTHERS

CD Link Access for Novell Netware	
- 5-user / 10-user / 25-user	79/159/225
Corel SCSI Network Manager	415
Meridian CD-Net 10-user	449
Microtest Discport CD Rom Server Ethernet	699

CABLES & ACCESSORIES :

10BaseT, Level 3 plenum 1000'	165
Belden 8259, RG58 1000'	165
RG58 U 500' / 1000'	59/99
RG58 A/U 500' / 1000'	75/129
Twisted Pair 2-pair, PVC, Level 3, 500' / 1000'	45/59
TP 4-pair, PVC, Level 3, 200' / 500' / 1000'	35/55/89
Twisted Pair 4-pair, PVC, Level 5, 500' / 1000'	79/135
Custom-made Cables, Cross-Overs available	**call**

15. NOTEBOOK

ACER

ACERNOTE PRO :	
Model 954, P-75, 8MB RAM, 256k, 810MB HDD, 10.4" Dual Scan Color, w. Windows '95	2675
Model 955, P-75, 8MB RAM, 256k, 540MB HDD, 10.4" Active Color	3085
Model 957, P-75, 8MB RAM, 256k, 810MB HDD, 10.4" Active Color	3175
ACERNOTE LIGHT	
Model 352, DX4-175, 8MB RAM, 256k, 420MB HDD, 10.4" Dual Scan Color, 1.44MB FD, Win'95	2069
Model 355, Cyrix 5x86/100, 8MB RAM, 500MB HDD, 10.4" Dual Scan Color, 1.44MB FD, Win'95	2279

AST

Laptops / Notebooks	call for current prices

NEC

Laptops / Notebooks	call for current prices

SAMSUNG

SP758C Pentium 75MHz, 8MB RAM, 10.4", DSTN, 520MB HDD, Type II & III PCMCIA	2499
SP788T Pentium 75MHz, 8MB RAM, TFT, 10.4" 810MB HDD, Type II & III PCMCIA	2945
SP918T Pentium 75MHz, 8MB RAM, 10.4", TFT, 1.3GB HDD, Type II & III PCMCIA	3195

TOSHIBA

Laptops / Notebooks	call for current prices

**(price) .... SPECIALS , while supplies last*

(oem) .... $, bundled with hardware only

OTHERS

Smart Book V-Pro, Pentium, 256k cache, 8MB RAM, 540MB HDD, 1.44MB FD, 4X CD Rom :

- w. Active Color 90Mhz	2625
- w. Active Color 100Mhz	2645
- w. Active Color 120Mhz	2695
- w. Active Color 133Mhz	2785
- w. Dual Scan Color 90Mhz	1955
- w. Dual Scan Color 100Mhz	1975
- w. Dual Scan Color 120Mhz	2495
- w. Dual Scan Color 133Mhz	2585
- w. VLB Docking Station	425

16. POWER SUPPLY

AMERICAN POWER CONVERSION

BK-280 Back-UPS (200W)	105
BK-400 Back-UPS (300W)	154
BK-450 Back-UPS (325W)	179
BK-600 Back-UPS (425W)	249
BK-900 Back-UPS (650W)	345
BP-280 Back-UPS Pro PNP	159
BP-420 Back-UPS Pro PNP	235
BP-650 Back-UPS Pro PNP	289
SU-450 Smart-UPS (486, 586 WS)	285
SU-700 Smart-UPS (486, 586 FS)	349
- with Power Chute Plus	409
SU-1000 Smart-UPS (486, 586, FS & WS)	485
- with Power Chute Plus	535
SU-1400 Smart-UPS (multiple FS & WS)	639
SU-2200 Smart-UPS	1150
SUVS-420 Smart Value Server	239
SUVS-650 Smart Value Server	295
SUVS-1000 Smart Value Server	415
PowerChute Plus :	
- for Novell	65
- for OS/2, Lan Server, 3 Com	75
- for Unix / Xenix	99
- for Windows NT	69
Surge Arrest (PER 7)	17.99
Surge Arrest w. TEL (PER 7)	24.99
Surge Protector (P7)	9.99

PC POWER COOLING

CPUcool for 486 or 586-75 / 133	19.95
CPUcool for 586-150 / 166	21.95
Silencer Slim 230 Slim	**(75)*
Silencer 230 Tower	95
Silencer 270	
- for Slim (baby or mid tower)	125
- for Full Tower	149
Turbo Cool 300	
- for Slim (baby or mid tower)	**(115)*
- for Full Tower	148
Turbo Cool 400 for Full Tower	**(199)*
Turbo Cool for Slim	**(199)*
Turbo Cool 450 for Full Tower	285
Turbo Cool 550 for Full Tower	375
Twinpower 900 (redundant)	895

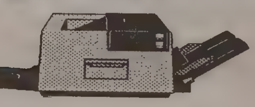
TRIPP LITE

Isobar / Isotel / UPS unit	call

Accessories :

Multimedia DT-890B	19.95
Multimedia DT-830B	7.95
Multimedia M-3900	16.95
Multimedia E-5308	9.50
Power Center Switching Systems	13.50
Test Probe	1.99
Tool Kit	7.95

17. PRINTER / PLOTTER



BROTHER

HL-630 Laser 6ppm	399
HL-645 6ppm, 1MB RAM	459
HL-655M for PC & MAC, 2MB RAM	599

CANON

BJ-10SX / w. Sheet Feeder	**(195/205)*
BJ-200EX Bubble Jet, 360x720dpi	**(215)*
BJ-210 Color, 360x360dpi, 25ppm	245
BJC-610 Ink Jet, Color, Par, 720dpi	455
BJC-4100 Ink Jet, Color, 360x720dpi	339

CITIZEN

GSX-230 Fonts & Quiet	189
GSX-240 Scalable Fonts & Quiet	245
GSX-345 24 pin, 132 column	365
Projet II Ink Jet	229

Accessories:

Color Option for GSX-130	45
Color Option for GSX-145	65

DEC (Digital Equipment)

DecLaser 5100 w. 6MB	1125
DecWriter 500i, 300dpi, 5ppm	285
- Color Upgrade	39.95

EPSON

FX-870 9-pin	299
LQ-570 Plus 24-pin	259
LQ-870 24-pin, Par	455
LQ-1070 24-pin, Wide	399
Stylus II Color Inkjet 720/360dpi PC & Mac	355
Stylus IIS Color 720dpi PC	**(259)*
Stylus Pro Color, laser quality	589
Stylus Pro XL	1735

Accessories :

Black Ink for II & IIS	19.95
Color Ink for II & IIS	29.95

HP (w. toner)

Color Laser Jet C3961A	5699
Desk Jet 600 / 600C / 660C	245/259/*(349)
Desk Jet 850C / 855C	479/499
Desk Jet 1600C PC, Mac	1329
Desk Jet 1600CM Postscript PC, Mac	1919
Ink Jet Plotter Color C3190A	2395
Laser Jet 4+ / 4M+	1379/1899
Laser Jet 4V / 4MV (B size)	1895/2695
Laser Jet 5L	499
Laser Jet 5P / 5MP	849/1029
Laser Jet 5Si / 5SiMX	2775/3895
Office Jet (printer- fax- scanner- copier) 4-in-1	629

Accessories :

Color Kit C3067A for 540 / C4533A for 600	45/47
Duplex C3762A for 5Si / 5SiMX	479
Envelope Power Feeder 75 Sheet (HP4)	279
Legal, Letter or A4 250 Sheet Tray (HP4)	99
Legal, Letter or A4 500 Sheet Tray (HP4)	109
Optional 500 Sheet legal Letter A4 (HP4)	279
Postscript (C2013A) for 4Si	575
Printer Pals for 850C / Laser Jet 4, 4L, 5L	169

Ink Cartridges :

Black (HP51626A) for 500, 540, 560	24.45
Color (HP51625A) for 500C, 550C, 560C	28.95
Black (HP51629A) for 600, 660	24.95
Color (HP51649A) for 660C	29.25
Black (HP51645A) for 850C, 855C, 1600C	19.50
Color (HP51641A) for 850C, 855C, 1600C	27.95
Black (HP51640A) for 1200C	24.95
Cyan (HP51640C) for 1200C	29.95
Magenta (HP51460M) for 1200C	29.95
Yellow (HP51640Y) for 1200C	29.95

Toner Cartridges :

Toner (HP92295A) for II, IID, III, IIID	75
Toner (HP92275A) for IIP, IIP+, IIIP	69
Toner (HP92291A) for IIISi, 4Si, 4SiMX	129
Toner (HP92298A) for 4, 4M, 4+, 4M+	109
Toner (HP92274A) for 4L, 4ML, 4P	65
Toner (HPC3900A) for 4V, 4MV	139
Toner (HPC3906A) for 5L, 5ML	65

LASER MASTER

Winjet 1200 (postscript for HP4)	**(549)*

LEXMARK

Optra E 600dpi. 6ppm, 1MB	565
Optra C 600dpi, 3ppm color, Postscript, 8MB	6195
Optra R+ 1200dpi/8ppm, Ser & Par, 2MB, Postscript, 600dpi/16ppm	1435
Optra LX+ 1200dpi, 16ppm, Par, Postscript, 4MB	2275
Optra LXi+ 1200dpi, 16ppm, 8MB, Postscript, w. Ethernet Combo	2945

MICROTEK

TrueLaser MTP-306 35 fonts, 6ppm, 2MB	**(599)*

OKIDATA

ML184T 9 pin, Par	239
ML320 9 pin, Epson compatible	335
ML380 24 pin, Epson compatible	245
ML590 24-wire	449
OL600E Laser	399
OL610E Laser	499
OL610e/PS Laser Postscript	**(725)*

PACIFIC DATA

ProTracer II Ink Jet (CAD Plotter)	695

Accessories:

HP-GAL Emulation Card	375
Ink Cartridges	19.50
Postscript Emulation Card	375
Sheet Feeder I	135
Sheet Feeder II	115

PANASONIC

1150 9 pin, 55dBA	139
2023 24 pin, Quiet	185
2130 Quiet Dot Matrix	199
2135 Quiet Dot, Color	255
3123 24 pin, Quiet, Scalable Fonts	259
3124 24 pin, Scalable Fonts, LCD	329
3626 24 pin, Quiet Wide-carriage	399
J250 Ink Jet, 300dpi, 128 nozzle printhead	**(259)*
4430 Laser 5ppm, 1MB	665
4440 Laser 10ppm	955
4455 Postscript 11ppm	1695
5400 Led Postscript 4ppm	345
KXP-6100 600dpi 6ppm	399
SP-100 Multi-function printer	769
Accessories for 4410, 4420, 4430, 4400, 4450, 4450i, 4455...etc. available	**Call or Visit our Stores**

SEIKO

Smart Label Printer EZ30	145
Smart Label Printer Pro	245
Standard Label (2 rolls)	7.95

SUMMAJET (Plotter)

1324M Mono A - D Size	1990
1324C Color A - D Size	2250
1336M Mono A - F Size	2465
1336C Color A - F Size	2695
D Size Stand / E Size Stand	325/365

LASER PRINTER ACCESSORIES :

PACIFIC DATA

25 in One! for HP Deskjet 500	99
25 in One! for HP II, IID, IIP, IIP+, III, 4Si	245
Complete Font Library for HP III, IIID, IIIP	189
Font Bank for all HP Lasers 0.75MB	189
Pacific Connect XI : for HP II, IID, III, IIID - 5 Port 256k / 10 Port 256k / 1MB (10S)	239/259/329
Pacific DirectNet for Novell, Unix & Etherlink	299
Pacific DirectNetEX for Novell & TCP/IP	399
Pacific 4, Postscript for HP4	249
Pacific Page II/XL 4MB, Postscript for HPII	329
Plotter in a Cartridge for HPII	199

OTHERS

Auto Switch (non-power) 2 to 1	11.50
Auto Switch (non-power) 4 to 1	22.50
Data Switch 2 Way	5.99
Data Switch 4 Way	8.99
Parallel Auto Switch 2 to 1 bi-directional	21.95

18. PROJECTOR

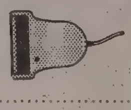
3M, NEC

projection products	call

PROXIMA

Desktop DP2300 LCD 8.4" 27mm 640 x 480	3750
Desktop DP2700 LCD 8.4" 33mm 640 x 480	5095
Desktop DP2800 LCD 8.4" 33mm 640 x 480	5595
Desktop 8400 LCD 16.7M Color, w. speakers	8295
Ovation 810 LCD 8.4" 2M Color, 640 x 480	2795
Portable Overhead A653 3000 Lumens	539
Portable Overhead A655 4000 Lumens	839

19. SCANNER



DELRINA

WinFax Pro Scanner	**(299)*

FUJITSU

Scanning products	Call

HP (flatbed)

ScanJet 4C Color & Gray Scale w. Kit	935
- Auto Document Feeder	475
- Transparency	635

LOGITECH (hand)

Scanman Color + PhotoShop L.E.	189
Scanman Power Page	399

MICROTEK (flatbed color)

Scan Maker II w. OCR	395
Scan Maker IIHR 1200dpi w. Photoshop & OCR	795
Scan Maker IISP w. OCR	489
Scan Maker IISPX 600dpi w. Photoshop & OCR	675
Scan Maker III w. TMA & OCR	**(1999)*

VISIONEER

PaperPort VX for Win	**(285)*

20. TAPE BACKUP

ARCADA (software)

Back Up for Windows '95	65
Back Up Exec for Netware WS - Dos / Win	89
Back Up Exec for Netware 7.0 Enterprise	845
Back Up Exec for Netware Single Server	435
Back Up Exec for Windows NT Enterprise	795
Back Up Exec for Windows NT Server	439
Back Up Exec for Windows NT Workstation	189
Sytos Plus 2.0 for Win	95

COLORADO

DJ-35C (Jumbo 350) 340MB Int	**(99)*
DJ-35C Tracker 340MB Ext	**(135)*
DJ-25C 680MB Int	**(109)*
DJ-50C (Jumbo 1400) 1.3GB Int w. Controller	229
PT-10 PowerTape 1GB SCSI Int	599
PT-25 PowerTape 2GB 300Kb/s Int	965
PTE-25 PowerTape 2GB Ext SCSI	1095
Tracker upgrade fr 250MB to 350MB	39.95

CONNER

CNR-4320RT 2GB Int w. 5.25" rail	785
CNR-4350XT 2GB Ext	899
Tape Stor 350MB Int	85
Tape Stor w. cartridge 420MB Int / Ext	129/279
Tape Stor w. cartridge 800MB Travan Int	149

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int / Ext	475/629
EXB-4200 4mm Dat. 2GB Int / Ext	799/975
EXB-4200C 4mm Dat. 2GB Int / Ext	895/995
EXB-8205XL 8mm Dat. 3.5 - 7GB Int / Ext.	1275/1499
EXB-8505XL 8mm Dat. 7 - 14GB Int / Ext	1985/2275

HP

C1534 4mm Dat. 2-4GB SCSI Int	685
C1536 4mm Dat. 4-8GB SCSI Int	785
C1533 4mm Dat. 8-16GB SCSI Int	925
Colorado T1000 850MB Travan w. cartridge Int	**(169)*
Colorado T1000 850MB, printer port Ext	219
HP Mounting Frame to 5.25" for C1533	27
HP Mounting Frame to 5.25" for C1534	25
HP Mounting Frame to 5.25" for C1536	25
Surestore 2000i (C1525F) 2GB w. Kit Int	895
Surestore 2000e (C1520F) 2GB w. Kit Ext	1075
Surestore 5000i (C1526F) 4GB w. Kit Int	1045
Surestore 5000e (C1521F) 4GB w. Kit Ext	1195
Surestore 6000i (C1528F) 8GB w. Kit Int	1225
Surestore 6000e (C1529F) 8GB w. Kit Ext	1395

IOMEGA

Ditto 800MB Travan Int	145
Ditto 800MB Travan Parallel	149
Ditto 3200MB (QIC 3010/ 3020) Int	275
Ditto 3200MB (QIC 3010/ 3020) Parallel	379

NOVASTAR (software)

Backup / Restore for MAC	58
Novaback 4.58 for Dos	59.50
Novaback for Windows SCSI / QIC	56/59
Novaback for Win '95 SCSI / QIC	55/58
Novabakc for OS/2	58

OTHERS

COMBYTE : DP1800EA 800MB Int	135
SUMMIT : SE250 Int	135

TAPE CARTRIDGE :

3M - DC2120XL (350MB)	16.95
- MC3000XL (680MB)	26.50
- Travan (800MB), TR-1	27.95
- Travan (1600MB), TR-3	29.95
IBM - DC2120 (QIC 80)	13.95
Exabyte - 8mm 112M (5GB)	9.95
- 8mm 160MXL, for XL drives	15.95
- 12C 8mm Cleaning Cartridge	19.95
- MC3000XL (1GB)	26.95
HP - 92283B 4mm 90M (2GB)	12.95
- 92300A 4mm 120M (4GB)	21.95
- 92283K 4mm Cleaning Tape 2-pack	21.95
- DT1400 (QIC 3020)	27.95
- Travan for DT-1000 / 2-pack	29.95/54.95
- Travan for DT-1000 3-pack	82

21. VGA CARD

ATI

Graphics Xpression 2MB PCI	**(169)*
Graphics Xpression 2MB ISA	199
Graphics Pro Turbo 2MB PCI	**(259)*
Graphics Pro Turbo 2MB ISA	305
Graphics Pro Turbo 4MB PCI 1600	**(419)*
Win Turbo 64 2MB PCI	**(239)*
Video Expression 2MB PCI	189

DIAMOND

Edge 3D 2120 1MB DRAM	259
Edge 3D 2200 2MB DRAM	299
Edge 3D 3240 2MB VRAM w. control pad	**(359)*
Edge 3D 3400 4MB VRAM w. control pad	**(499)*
Stealth 64 1MB DRAM PCI	115
Stealth 64 2MB DRAM PCI / VLB	149/155
Stealth Motion Video Player 2200	259
Stealth Video 64 2MB VRAM PCI / VLB	259/259
- 2MB upgrade	155
Stealth Video 64 4MB VRAM PCI	439

MATROX

IMP Plus 220 2MB PCI	355
Millenium PCI 2MB	315
Millenium PCI 4MB	459
- upgrade 2MB / 4MB / 6MB	179/339/455

MEDIA VISION

ProGraphics 1024 VL 256 Color 1MB	**(149)*

NUMBER NINE

FX Motion 771 VRAM PCI 2MB oem / reg	269/289
FX Motion 771 VRAM PCI 4MB oem / reg	409/429
FX Vision 330 DRAM 2MB PCI	**(159)*
GXe Level 12 VRAM 3MB ISA	259
GXe 64 2MB DRAM PCI	**(139)*
Imagine 128 2MB PCI	**(375)*
Imagine 128 4MB PCI	**(519)*
Imagine 128 1600 8MB PCI	**(1095)*

SPIDER

Lynx 64 64 bit Accelerator 1MB PCI	79
Tarantula 64 2MB VRAM VLB / PCI	219/219
Tarantula 64 4MB VRAM VLB / PCI	335/335
Tarantula 64 2MB VRAM VLB / PCI	239/239
Tarantula 64 MK II 4MB VRAM VLB / PCI	385/385

VIDEO LOGIC

928 Movie w. 1MB VRAM ISA	65

OTHERS

Boca Voyage Movie Player Accelerator VGA	285
Epson Photo PC Color Digital Camera	475
Howard Video Camera	295
Intel Smart Video Recorder Pro	399
Movie Plus 1100 MPEF Decoder	199
Quick Cam for Win	99
Sigma Design Real Magic Lite MPEG	249
Snappy (video Snapshot)	198
Tvator Pro PC/MAC VGA to NTSC Scan Converter	139
Tvator Remote Pro VGA to NTSC Scan Converter	289
V-Mate Pro (video encorder : PC to TV)	189
Video Logic Captivator	135
Video Plus (color video grabber)	185
Vitex MCP Card (monographic)	19

**(price)* .... *SPECIALS , while supplies last*   (oem) .... $, bundled with hardware only

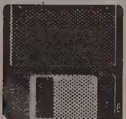
SOFTWARE

1. PC SOFTWARE

COMPUTER CLASS

Intro to Win '95

(Details please see Page 2)



ADOBE

Illustrator 4.0 for Win	425
Illustrator 4.1 for Win'95	325
Pagemaker 6.0 for Win oem / reg	**(175/535)*
Photoshop 3.0 for Win oem	**(265)*
Photoshop 3.05 for Win 32	565
Premier 4.0 for Win - FD/CD	445

AUTODESK

Animator Studio 1.1	249
AutoCAD Lite 2.0 - FD+CD	**(399)*
Autosketch 2.0 for Win / Win'95	135/89
Generic CADD 6.1	69

BORLAND

C++ 4.5 - CD for Dos, Win, Win32	325
- upgrade - CD	189
Delphi competitive upgrade	**(175)*
Paradox 5.0 for Win oem / reg	39/275
- competitive upgrade for Win	**(109)*
Paradox 7.0 for Win'95 & NT	285
- upgrade	95
Power Pak for Dos	99
Sidekick 2 for Win	45
Turbo C++ for Dos / 4.5 for Win - CD	92/79
Turbo C++ Visual Edt. for Win	79
Visual dBase 5.5 for Win / upgrade	269/118

COREL

CD Creator 2 for Win 32 bit	319
Corel Draw 4.0 - CD oem	45
Corel Draw 5.0 - CD	**(395)*
- upgrade fr 3.0 - FD+CD / CD only	**(325/285)*
- upgrade fr 4.0 - FD+CD / CD only	**(189/165)*
Corel Draw 6.0 - CD for Win '95	**(365)*
- upgrade fr 3.0 / 5.0	299/*(199)
Corel Flow	**(59)*
Ventura 5.0 - FD+CD	**(299)*

DELRINA

Comm Suite 7.0 for Win'95	**(95)*
Cyber Jack 7.0 for Win'95	**(48)*
Echo Lake (family album)	45
NetSatisfaxtion 3.0 for Novell 25-user	755
Win Comm Pro	79
WinFax Pro + Win Comm Pro	**(109)*
WinFax Pro 4.0 - FD / CD	79/89
WinFax Pro 4.1 for Network :	
- 10 / 25 / 50-user	599/1395/2650
WinFax Pro 4.1 Comm Server	125
WinFax Pro 7.0 for Win'95	79
WinFax Pro Starter Kit (server + 2 notes)	265

BM

Anti Virus Desktop Edition	**(45)*
OS/2 3.0 Warp - CD / FD	*(55)/74
OS/2 Connet / w. Windows	135/175
OS/2 Warp + Dos & Win - CD / FD	*(89)/118
Voice Type Dictation for Win (w. ISA board)	699

NTUIT

Quicken Deluxe 5.0 - CD / FD	59/58
Quicken Family Lawyer - CD	**(39)*
Quicken Financial Planner '95	38
Quicken 4.0 - CD oem / reg	16/29
Quicken 5.0 for Win3.1 & Win'95	39.95
Quickbook 4.0 for Win - CD / FD	125/95
QuickBook & QuickPay for Dos	99
QuickBook Prof. 4.0 for Win	185
Turbo Tax State 1995 Final	**(19.95)*
Turbo Tax 1040 Final 1995	39.95
Turbo Tax 1040 Final Deluxe - CD	44.95

LOTUS

1-2-3 5.0 for Win / upgrade	299/99
1-2-3 4.0 for Dos / upgrade	365/99
Approach 3.0 for Win / w. 1-2-3 upgrade	99/145
cc:Mail Desktop 2.2 for Win	69
cc:Mail Desktop 10-user License	359
cc:Mail Group Pack for Win w. Organizer	595
cc:Mail Lan System 10 License	**(545)*
- Lan System Trade-up 10 License (router)	375
cc:Mail Mobile E-Mail 2.2 for Win	135
- upgrade	75
cc:Mail Router 5.1	**(79)*
Freelance Graphic 2.01 for Win	335
- upgrade for Win / for Dos	99/99
Notes Starter Pack 3.0	850
Organizer 2.0 for Win	95
Smart Suite 3.0 / CD oem version	*295/*(125)*
Smart Suite 4.0 for Win	395
- upgrade	**(225)*
Smart Suite 96 for Win'95	389
Word Pro '96 for Win3.1 & Win'95	**(145)*

MICROGRAFX

ABC Flowcharter 4.0	315
Designer Tech. 4.1	455
Picture Publisher 5.0 for Win - CD	**(129)*
Picture Publisher for Win'95 - CD	249
Windows Draw 4.0 for Win 32	45

MICROSOFT

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Access 2.0 for Win / for Win'95	289/299
- upgrade for Win'95	94
Access Developer's Kit	459
BOB (8 essential programs)	47
Dos 6.22 / upgrade	42/49
Excel for Win '95	298
- upgrade	**(89.95)*
Excel 5.0 for Win	**(285)*
- competitive upgrade	119
Flight Simulator 5.1 - CD	49.95
- Japan / Hawaii / New York / Paris Scenery	19.95 each
Fortran Powerstation 32 for NT	495
Fox Pro 2.6 Single Dos or Win	**(95)*
Jana Contact 95	82
Macro Assembler 6.11 (MASM)	155
Multimedia Viewer - CD	315
Office 4.2 for Win - FD / CD	*(425)/459
- competitive upgrade - FD	275
Office Professional 4.3 - FD / CD	**(499)/559*
- competitive upgrade - FD / CD	**(345)/365*
- oem version CD	**(199)*
Office Professional for Win '95 - FD	549
Office Proferssional + Bookshelf for Win'95 - CD	**(525)*
- upgrade - FD / CD	**(298/299)*
Office Standard for Windows '95	455
- upgrade - FD / CD	225/225
- MLP	389
PC Mail Server 3.5	445
- 5-user / 20-user	269/865
Power Point 7.0 / upgrade	*(299)/98
Profit for Win	129
Project 4.0 for Win / upgrade	415/135
Project for Win'95 / upgrade	419/139
Publisher 2.0 for Win - FD / CD	69/89
Publisher for Win'95 - FD / CD	69.50/69.95
Space Simulator	**(39.95)*
SNA NT Server / SNA NT Workstation	395/199
SQL NT Server 6.0 / upgrade	899/479
SQL NT Workstation / upgrade	479/239
System MGMT Server	629
Visual Basic 4.0 for Win'95 - Standard	**(85)*
Visual Basic Prof. 4.0 for Win - CD	445
- upgrade / competitive upgrade	89/229
Visual C++ Standard 4.0 - CD	89
Visual C++ 4.0 for Win '95 Subscription	465
- subscription renew	285
- subscription upgrade	319
- upgrade to 4.0	235
Visual Fox Pro Standard 3.0 for Win	189
- upgrade	95
Visual Fox Pro Professional	449
- upgrade	275
Visual Source Save / upgrade	475/95
- MLP	385
Visual Test 4.0 for Win / upgrade	569/185
Windows 3.11 / upgrade	51/49.95
Windows '95	**(179)*
- oem version - FD / CD	99/99
- upgrade - FD / CD	95/95
Windows '95 Plus - FD / CD	44/44
Windows '95 Resource Kit	29.95
Windows NT Resource Kit	115
Windows NT 3.51 Workstation - CD / FD	289/287
- upgrade fr v3.1 to v3.51	95
Windows NT Server 3.51	645
- competitive upgrade	649
- upgrade Server 20 license	255
Windows NT Server + 10 Client License	925
- License: single client / 20-client	35/499
Windows NT Step-up fr 3.5 to 3.51 :	
- for server CD / FD	68/95
- for workstation CD / FD	19/45
Windows for Workgroups (reg. version)	135
- oem version in 3.5" FD	57
- Workgroups Add On 3.11 for Win	45
- Workgroups Add On 3.11 MS-DOS	52
Word & Publisher Value Pak	125
Word for Win '95 / upgrade	295/95
Word 6.0 for Win / competitive upgrade	289/119
Works 3.0 for Win oem	49
Works for Win'95	45
Works + Bookshelf Win'95 - CD	69

NOVELL

Perfect Office 3.0 for Win	399
Perfect Office Prof. 3.0 FD	545
- upgrade	289
Quattro Pro 6.0 for Win - CD	255
- upgrade / competitive trade-up	49/89.95
Wordperfect 6.1 for Win - FD / CD	**(235/229)*
- upgrade / educational offer version	95/85

QUARTERDECK

Cleansweep for Win '95	**(28)*
DesqView 386 + Qemm 7.5	85
DesqView/X 2.1	169
DesqView/X Network Manager (TCP/IP)	**(99)*
Game Runner 3.0	29
Internet Suite 1.0	37
Mosaic 1.0	19.95
Qemm 8.0 for Win '95	63
- upgrade	36
Web Author 1.0	45
Web Server 1.0	104

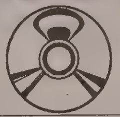
SYMANTEC

ACT! 2.0 for Win	**(169)*
C++ 7.2 for Win NT & Win'95	349
- Trade up	169
Norton Anti-Virus '95	**(69.95)*
- Trade up	29.95
Norton Anti-Virus 3.0 for Win & Dos	**(49)*
Norton Desktop 3.0 for Win oem / reg	95/112
Norton Navigator '95	89.95
Norton Speed Drive (speeds Win, Dos, CD)	69
Norton Utilities '95 - FD / CD	118/119
- upgrade	55
Norton Utilities 8.0	109
On Target for Win (project planning)	89
PC Anywhere 5.0 Remote & Host for Dos	124
- v2.0 for Win	125
- for Win'95 & NT	129
Q & A for Win	159

OTHERS

3D Eye : TriSpectives / Professional	279/459
95 Power Utilities for Win'95 (trouble shooting)	28
After Dark III - FD	29.95
- Complete After Dark - FD	39.95
After Dark for Win '95 - CD	**(18)*
- Complete After Dark for Win '95 - CD	39.95
By Design for Win	59
Caere: Omni Page Direct OCR 2.0	65
Caere: Omni Page Professional 6.0 for Win	455
- upgrade	139
Caere: Wordscan 3.0 for Win	169
Caere: Wordscan Plus 4.0	389
- upgrade	139
CA Clipper 5.2 / upgrade	479/115
CA Simply Accounting Dos / Win	69/69
Cakewalk Home Studio (music)	99
Cakewalk Professional Audio for Win - FD	235
Cakewalk Professional Audio Deluxe - CD	285
Canvas for Win	265
- Trade-up	99
Carbon Copy 6.1 Guest & Host for Dos	105
Carbon Copy 2.5 for Win	**(115)*
Check-It Pro vol.1 & vol.2	85
Check-It Pro Deluxe 2.0 for Dos	135
Claris: File Maker Pro 3.0 for Win	184
- competitive upgrade	95
Claris Works for Win	65
DacEasy Accounting 5.0 for Dos	95
- v1.0 for Win	95
Dashboard '95	47
Desk to Desk (office network for 2 - 255 user)	72
Design CAD 2D 7.0 for Win	179
Dilbert Screen Saver	26
Direct Access 5.1 for Dos	65
Disney Screen Saver	27.95
Eclipse Fax 1.2 for Win / w. OCR	69/79
FastBack Plus 6.0 for Dos	119
Fax Works Pro 3.0	**(29.95)*
Floor Plan Plus 3D competitive upgrade	47
Form Buster 2.1 - FD	35
Form Buster Plus - CD	49.95
Fractal Dabbler 2.0	46
Fractal Design Painter 4.0 for Win '95	339
Fractal Sketcher for Win	49
FrameMaker 5.01 for Win - CD	**(539)*
- upgrade - FD / CD	195/199
FTP: PC/TCP for Win	285
FTP: PC/TCP w. On-Net for Win	345
Globalink Assistant (language translation)	
- French / German / Italian / Spanish	46 each
Harvard Graphics 3.0 for Win w. Impact	275
- upgrade	95
Helix: Multimedia Cloaking	32
Helix: Netroom 3.0 - 1 / 4 / 10-user	59/119/255
Hijaak for Windows '95	**(47)*
Hijaak Graphics 3.0 for Win	89
Home Alone 2	**(19)*
HTML Template Master (create Web Page)	29.95
Hummingbird: Exceed 5	399
Hummingbird: Exceed Express / Host	225/119
Hummingbird: NFS Maestro TCP/IP	335
Hyper Access for OS/2	99
Hyper Access for Win'95	49
Internet Phone (by VocalTec)	57
Jetform Filler 4.1 + Companion + Forms	**(89)*
Kai's Power Tools 2.0 for Win	115
Kid CAD - FD / CD	*(24)/36
Laplink V for Dos	105
Laplink 6.0 for Win	129
- upgrade	85
Mac-in-Dos for Win	89
Macromedia Director 4.0 for Win	**(799)*
Macromedia Freehand 5.0 for Win	375
Managing Your Money for Win	33.95
Math CAD 6.0 for Win / 6.0 Plus	105/275
!McAfee: Virus Scan 2.2	44
- Virus Scan for Win / for Win'95	44/45
Medical House Call (Applied Medical)	55
Miracle Piano Teaching Software for Win	58
Mosaic in a Box	**(5)*
Music Mentor 2.0 (by Midisoft)	44
Netscape Navigator for Win (WWW)	35
- for Win'95 (32 bit)	36
Novell Products Help Desk - CD	29.95
One Write Plus Accounting & Payroll 5.0	59
Passport Encore 3.0	365
Peach Tree Accounting 3.0 for Win - FD/ CD	115/119
Peach Tree Accounting 8.0 Complete	185
- Multi-user	279
Pocahontas Screen Saver (Disney)	19.95
Power Search (file manager)	**(25)*
Power Translator Professional for Win	379
Procomm Plus 2.1 for Dos / 3.0 for Win	89/126
QA Plus v4.8 for Dos	59
QA Plus v6.0 for Win	59
Quark X Press 3.3 for Win	599
Qualitas 386 Max 7.0	**(59)*
Ram Doubler for Win	55
Remove-It for Win & Win'95	35
Sidekick '95 for Win	48
Sim Farm	19.95
SpinRite 3.1	79
Stacker 4.0 / upgrade	95/55
System Commander (multi OS on PC)	65
Tie Fighter (game)	**(35)*
Turbo CAD 2.0 for Win	75
Uninstaller 3.0 for Win (microhelp)	39
- for Network 2.0	**(75)*
View Office Power Suite (6 scan programs)	89
Virus Trap Adapter (identify & prevent virus)	65
Virus Trap Adpater + Virus Scan s/w	95
Visio 4.0 for Win'95 & Win	135
Visio Technical 3.0 / 4.0	215/265
Vision Time (video conferencing)	44.95
Visual : Instand 3D	48
Visual : Virtual Reality	175
Visual : Simply 3D	39
Watcom C++ 16/32 bit v.10 / v.10.5	189/249
Wave 2.0 for Win (by Turtle Beach)	69
Win Check-It 2.0	46
Windows '95 Advisor	**(25)*
WinGuard Plus+ (data security Win & Dos)	39
Winsleuth Gold Plus	59
WinZones (Comprehensive Time)	19.95
Wordstar 2.0 for Win	39
XTree Gold 4.0 for Win	85

2. CD SOFTWARE



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Gone Fishing (Amtex)	42
Harry's Haunted House MPC & MAC	33
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James Discovers Math	36
Just Grandma and Me MPC & MAC	15
Kid Pix Studio	**(29.95)*
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Logical Journey	36
Math Workshop oem / reg	**(22/34)*
MYST MPC / MAC / Guide Book	45/48/16
Passage to Vietnam	35
PC Globe Map	15
Playroom MPC / MAC	34/35
Prince of Persia 1+2	22
Printshop Deluxe 2 oem / reg	29/69
Ruff's Bone MPC / MAC	**(24.95)*
Sheila Rae	36
The Amazing Writing Machine	**(24.95)*
The Little Monsters At School MPC / MAC	**(24.95)*
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The Tortoise and the Hare MPC & MAC	**(24.95)*
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Art Gallery Multimedia MPC	*(45)
Auto Map Road Atlas	36
Auto Map Street	46
Bookshelf for Win '95	46
Cinemania for Win '95	29
Complete Baseball MPC	29
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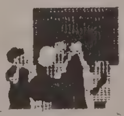

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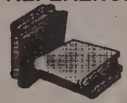

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INTERNET • BY JOHN S. QUARTERMAN

Thirty Million Internet Users? Finally!

It's In The Way You Define It

About a year ago, this column reported on the size of the Internet and the Matrix. They're a lot bigger now. Doubling every year means just that: twice as many users each year.

For two or three years now, we've been seeing, in the press and on the networks, unattributed assertions that there are "twenty to thirty million users of the Internet." Most of the time, those assertions were about as true as most hearsay: hardly at all. And of course if they had been true years ago, they couldn't be true now, because of the rate at which the Internet is growing.

Three Definitions; Three Estimates

A big part of the problem is definitions. We (MIDS) are sticklers for definitions, so we provide three estimates, two for two different definitions of the Internet, and another for the Matrix, all worldwide:

- nineteen million Core Internet users as of January 1996, of hosts that can provide interactive Internet services
- thirty-two million Consumer Internet users as of January 1996, who can use interactive Internet services
- forty-two million Matrix users as of January 1996, who can exchange electronic mail in the worldwide Matrix of computers that can interchange electronic mail.

These figures are derived from the *Third MIDS Internet Demographic Survey* (MIDS ids3) of October 1995, conducted by Matrix Information and Directory Services (MIDS). We then projected those figures ahead by known growth rates to January 1996.

Don't try to add these figures together; they are for concentric entities. The Core Internet is part of the Consumer Internet, which is part of the Matrix. They are like nesting dolls, such as the Russian ones where Khrushchev is inside Gorbachev who is inside Yeltsin.

What If We Want Just One Number?

If you just want to say "the Internet has N users," use the Consumer Internet figure, since that's the definition of the Internet most people care about these days—the market of people who can interactively look at what's on a Web server. But please do include a date with the estimate, because any estimate that is valid today will be out of date tomorrow. A source would be useful too, so anybody who is interested can check on how the numbers were derived. So it's fair to say "the Internet has thirty-two million users as of January 1996, according to MIDS."

Ratios

Many people want to know the margin of error for such an estimate. Well, the concept of margin of error applies to ratios, not sizes. So it's actually not appropriate to ask that about size estimates. We try to produce conservative estimates, so we could imagine there being more users than our estimates indicate (but not a huge number more). There are also other estimates by plausible methods that show smaller figures, and we can imagine the actual user numbers being less (but not a huge number less).

Gender

This survey did produce results where the concept of margin of error does apply, such as gender ratio. The male:female ratio is 62.7% male and 37.3% female worldwide, with a margin of error of +/-3% and a level of confidence of 95%. These proportions for MIDS ids3 of October 1995 are within 1% of the worldwide gender results from MIDS ids2 of October 1994.

For the United States, the ratio is 56% male to 44% female, with a margin of error of +/-5%, and a level of confidence of 95%. (The previous year it was 54% male to 46% female; the change is so small as to be insignificant.) So the US has a somewhat more balanced gender ratio than

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Ages

The Internet is young, with college-age people predominant and the majority (almost two-thirds) younger than thirty-five years old, as shown in the table. (These ratios are for the main body of the Consumer Internet, not including the centralized services.) The eighteen to twenty-five proportion is actually higher this time than a year before, even though the Un-known pie slice is much larger.

The Internet has gotten younger; the Internet in the US has gotten younger than the Internet worldwide.

Ages on the Internet, MIDS ids3, October 1995

Range	World ±3%	US ±5%
0–12	0.2	0
13–17	2.3	2.2
18–25	42.1	48.1
26–35	16.7	17.2
36–45	9.0	8.3
46–55	4.6	3.6
56–up	2.3	2.5
Unknown	22.9	18.2

Much more material from MIDS ids3 appears in the Detailed Report at *http://www.mids.org/ids3/detail.html*.

Size Considerations

The biggest problem with estimating the size of the Internet is in guessing what proportion of users of centralized services such as CompuServe, Prodigy, and AOL actually use interactive Internet services such as the World Wide Web (WWW) or the File Transfer Protocol (FTP). For the purposes of the Core Internet estimate here, we have assumed about 25%, or somewhere around three million users.

All of the users of these centralized systems are included in the estimate for the Matrix, since apparently they can send electronic mail outside their home system.

When trying to estimate the size of the Matrix, there's also the question of other distributed networks, such as UUCP, FidoNet, and BITNET. This question is becoming less relevant all the time, however. BITNET peaked in 1991 and has been declining more rapidly ever since. Both UUCP and FidoNet peaked late last year. So these other distributed networks represent a smaller proportion of the Matrix all the time. Where are their users going? To the Internet.

Many users of the centralized services are also busily moving off the centralized systems and on to full-service Internet service providers (ISPs), of which there are perhaps as many as 2000 worldwide. The centralized systems provide much-vaunted value-added services, such as databases, airline guides, stock quotes, etc., but an increasing number of

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such services are available through servers on the Internet that are unassociated with the centralized systems. It took Prodigy several years to realize it couldn't develop a closed network market and to permit Internet access to its users (Prodigy's growth rate, which was almost flat for 1994, immediately surged in 1995 after it connected to the Internet). It took Microsoft only about three months to realize it couldn't compete with the Internet and to change course to interconnect closely instead. It took Apple a year or so to realize its eWorld wasn't going to fly (Apple recently announced eWorld was going to shut down). Even Minitel, the huge French network, with perhaps eleven million users, is shortly going to interconnect with the Internet.

People want the World Wide Web, and it's on the Internet. The Web isn't all there is, but it is the biggest factor drawing people to the Internet, where they then often also use electronic mail, Usenet news, FTP, archie, and other services.

The Internet is rapidly absorbing the Matrix, and everything else. Internet users are already about 76% of all Matrix users.

Outside The Matrix

There may be as many as fifty million more people using electronic mail on isolated mainframes, LANs, or BBSes, not to mention Minitel, that do not interconnect with the Matrix, so the Matrix is still perhaps only half of cyberspace if you add up all the dark stars outside the main system. If you count the rest of the 150 million or so PCs in the world, many of which are not connected to anything and have one user apiece, there is lots of expansion space left.

But of course thousands of ISPs are doing exactly that. Those isolated systems are not increasing their users nearly as fast as the Matrix, and certainly not as fast as the Internet. In a few more years, the Matrix, like a supernova, will absorb the rest of the known computerized universe, as the Internet will continue to absorb the rest of the Matrix. ■

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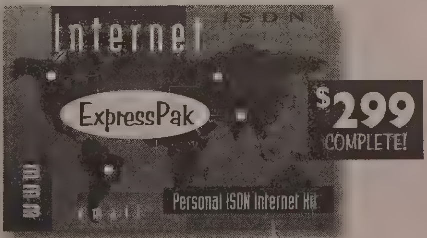

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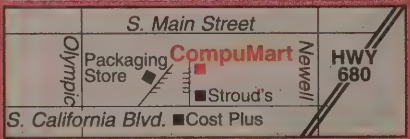

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@Home Pilot Debuts In Sunnyvale

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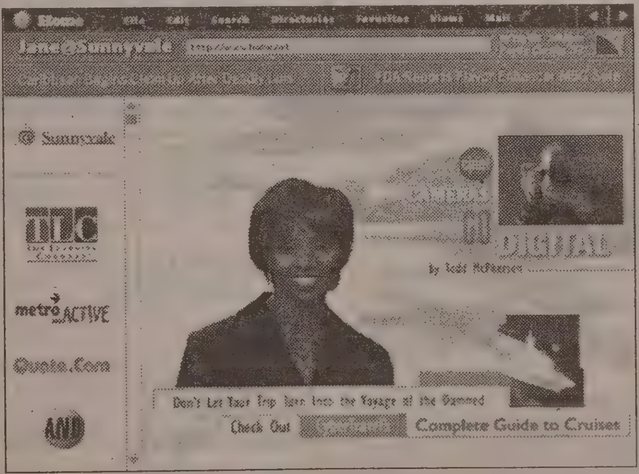
@Home, the new high-speed, cable-based interactive online service, is ready to debut in Sunnyvale, CA. A joint venture of TCI Communications Inc. and Kleiner Perkins Caufield & Byers (KPCB), @Home, based in Palo Alto, CA, was established to provide high-speed data services to homes, businesses, and schools via hybrid fiber coaxial (HFC) cabling. HFC delivers both television signal and data over a combined fiber-optic and coaxial infrastructure, representing an overwhelming bandwidth improvement over current dial-up modem speeds.

The HFC backbone will connect a variety of information providers to regional hubs via a multi-megabit switched data system approaching throughput speeds of up to 45Mbps with plans to ratchet up to 155Mbps. In turn, information will be passed along to subscribers' special high-speed cable modems at connection speeds of ten million bits per second, almost 500 times faster than current modem throughput and approximately fifty times faster than ISDN speeds.

How fast is that? Consider that a movie that currently takes twenty-seven minutes to download will take only around nine seconds to display with @Home. This awesome bandwidth enables a full range of multimedia experiences, including rich graphics, CD-quality audio, and real-time video. Macromedia, makers of Shockwave, and Sun's Java-applets are going to make this thing scream. Then there's the real-time, networked interactive games.

The network tube itself is a two-way hybrid fiber-optic/coaxial cable configured in an asymmetrical layout that carries data downstream to users over a broadband channel (10Mbps), while a lower (128Kbps) bandwidth upstream path carries commands and responses upstream.

Starting in Sunnyvale, @Home will eventually be accessible to subscribers through cable operators that choose to offer the @Home service, much like adding the the History or Comedy Channel to the menu. Individual homes will connect to the service from their existing cable hookup, split inside the house with one segment headed for the TV as usual, and another segment connecting to the cable modem. From there the signal will transfer to any PC or Macintosh capable of an Ethernet connection.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Complete Guide to Cruises

If you aren't currently equipped with a network interface card (NIC), these cost around $75, while the cable modem will be supplied by the cable operator and probably billed to the user much like the ubiquitous cable boxes that currently adorn most homes. The software needed to utilize the service will be provided to the subscriber by @Home. This essentially will be a customized Web browser developed in conjunction with Netscape. An email client and platform-specific TCP/IP stack will be included. With two cable segments, one for data and the other for the TV signal, the kids can still surf the net while you watch ESPN on the telly. All of this for $30-$50 for unlimited use of the basic service.

Culture Shock And The Great Equalizer

@Home has already made some gestures toward providing local community-oriented content like city or school information. Since @Home plans to offer access to several major online services in addition to the Learning Channel and Discovery Online, and states that subscribers will have "a direct connection to any service on the Internet when you turn on the computer," we suspect that this means @Home might also get into the business of providing IP addresses. Just think of the great unwashed masses of *archie_bunker@home.net* users lining up to irk the elitist "I hate AOLers"—let alone Netcom.

But what about support for subscribers' own Internet domain names?

As I opined in *MicroTimes* #141, the $64,000 jackpot post-Telecommunications Act question is: Can cable get a two-way customer service mentality? Who gets to publish and who doesn't? Sure, sell the downstream mega-bandwidth to big-time TV content providers like Dow Jones, ABC, and others for top dollar. That's the day-time business, sure.

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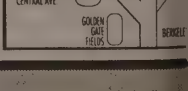

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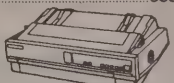

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But make a decent buck on the retail side, too. If you're going to pump an Internet feed into every home in the US via cable, what are you going to tell subscribers who might innocently ask, "Will @Home let me publish our family's, or school's, or soccer club's Web page on the upstream channel?" At 128Kbps, that's two-channel ISDN speed. Scraps off the 155Mbps table, but not shabby.

Give the peasants a crumb. Considering what residential users have to pay for dial-up or dedicated 28.8Kbps, digital 56, ISDN, or T1 connections, @Home should think very seriously about offering subscribers domain-name service and an upstream publishing option priced under $100 per month, above the basic rate. Not only would such an egalitarian strategy mightily cake the respective bags of AT&T, PacBell, Netcom, and Internet Service Providers like BBN Planet, PSINet, and others, it would literally revolutionize the basic landscape of telecommunications in America.

Can cable get a two-way customer service mentality? Who gets to publish and who doesn't? @Home could be the beginning of the end of government-sponsored welfare to the telecommunications industry as we know it. As V.I. Lenin once said on a cold November evening, "Do it now!"

And we just aren't talking about "publishing" as in Web pages and IP-based Bulletin Board Systems around the country getting a great shot in the bandwidth arm. With servers like CUSeeMe, NetPhone, and others that enable live video, conferencing, and audio transmission over the Internet, the very notion of "long distance" gets chopped into itty-bitty pieces.

As long as significant deployment of two-way cable doesn't take five years, it could be argued that, using inexpensive or shareware voice and video software, home subscribers could use @Home and their cable provider to bypass the RBOCs and ISPs altogether. Not in his wildest dreams could Will Hearst even begin to collect all of the money America would start throwing at him.

Forget Pat Buchanan and the good villagers marching up Capitol Hill with their sharpened pitchforks; this would be real change. @Home could be the beginning of the end of government-sponsored welfare to the telecommunications industry as we know it. As V.I. Lenin once said on a cold November evening, "Do it now!" ■

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BY ROBERT MOSKOWITZ

More On Writing HTML Code

Tips On Placing Graphics And Checking Links

One of the most exciting capabilities of World Wide Web browsers is their ability to display images along with text. Fortunately, HTML (hypertext markup language) makes it fairly easy to do this.

The basic HTML codes for including an image in your Web page look like this:

```
<IMG SRC=image_URL>
```

In this command you'll replace the code "image_URL" with the actual directory location and file name of the image file you want displayed.

If the image file is a GIF, be sure the filename ends with the conventional .gif designation. If the image is a bitmap, it must end with .xbm. If you have an image in another format, you can specify it for your Web page and hope for the best. However since all, or nearly all, Web browsers now support GIF files, most people writing HTML code prefer this format.

If you include text after an image command, it begins aligned with the bottom of the image, by default. You also have the option of setting the alignment to be with the top or middle of the image by including the appropriate specification within your basic image command.

For example:

```
<IMG ALIGN=top SRC=image_URL>
```

aligns the text with the top of the image, and

```
<IMG ALIGN=middle SRC=image_URL>
```

aligns the text to the center of the image.

Because standards keep evolving and changing, some browsers cannot display some images. In the case of Netscape 2.0x, failure to display the specified image will usually produce a small preprogrammed "error" image displayed where the actual image should be. To protect against problems, you might want to include text that displays only when the image doesn't.

To do this, add the ALT specification, plus whatever text you want to use in place of an unavailable image, to your basic image command. It looks like this:

```
<IMG SRC = "Image.gif" ALT = "Text">
```

The ALT specification works much like the "If" function in a spreadsheet, executing just one of the two available options. When the browser can display what you've specified as "Image.gif," it does so, and that's all it does. But when it can't, it looks for the ALT option and displays whatever text you placed between the quotation marks.

ONE OF THE MOST *EMBARRASSING* PARTS OF CODING IN HTML IS WHEN A VIEWER SELECTS A LINK AND GETS A *"NOT FOUND"* ERROR MESSAGE OR SOME OTHER INDICATION THAT YOUR LINK IS NOT A VALID ONE.

External Images And More

One disadvantage of displaying graphics "inline" is how long they can take to transfer to, and display on, computers receiving them. Even at today's fastest modem speeds, images that occupy a quarter or half of the computer's screen can take several minutes to load.

If you'd prefer not to make people visiting your Web page wait that long, you can try an alternate approach: transmit only a small image with the page, and let the full-size image wait in a separate file until the viewer actually requests it by selecting it with the mouse.

These separate image—or sound or animation—files are called "external" files, in contrast to the inline files that are part of the basic Web file the viewer initially sees.

The command to make external images or other files available follows the same format as the one to create links to other resources. It looks like this:

```
<A HREF = image_URL>clickable text</A>
```

The main difference is that the file extension of the linked file tells the browser what format of information to expect. For example,

"movie.mov" would activate a link to a QuickTime movie file;
"movie.mpeg" or "movie.mpg" controls access to an MPEG movie file;
"textfile.txt" links to a plain ASCII file;
"hypertext.html" sends the computer to an HTML document;
"image.gif," "image.tiff," "image.xbm," "image.jpg," or "image.jpeg" specifies a link to some unique form of image file;
"postscript.ps" tells the computer to display a PostScript file;
"sound.aiff" or "sound.au" indicates the resource is a sound file.

(These are examples only. You can use any filename you wish. It is only the ".xxx" endings that must conform to established conventions.)

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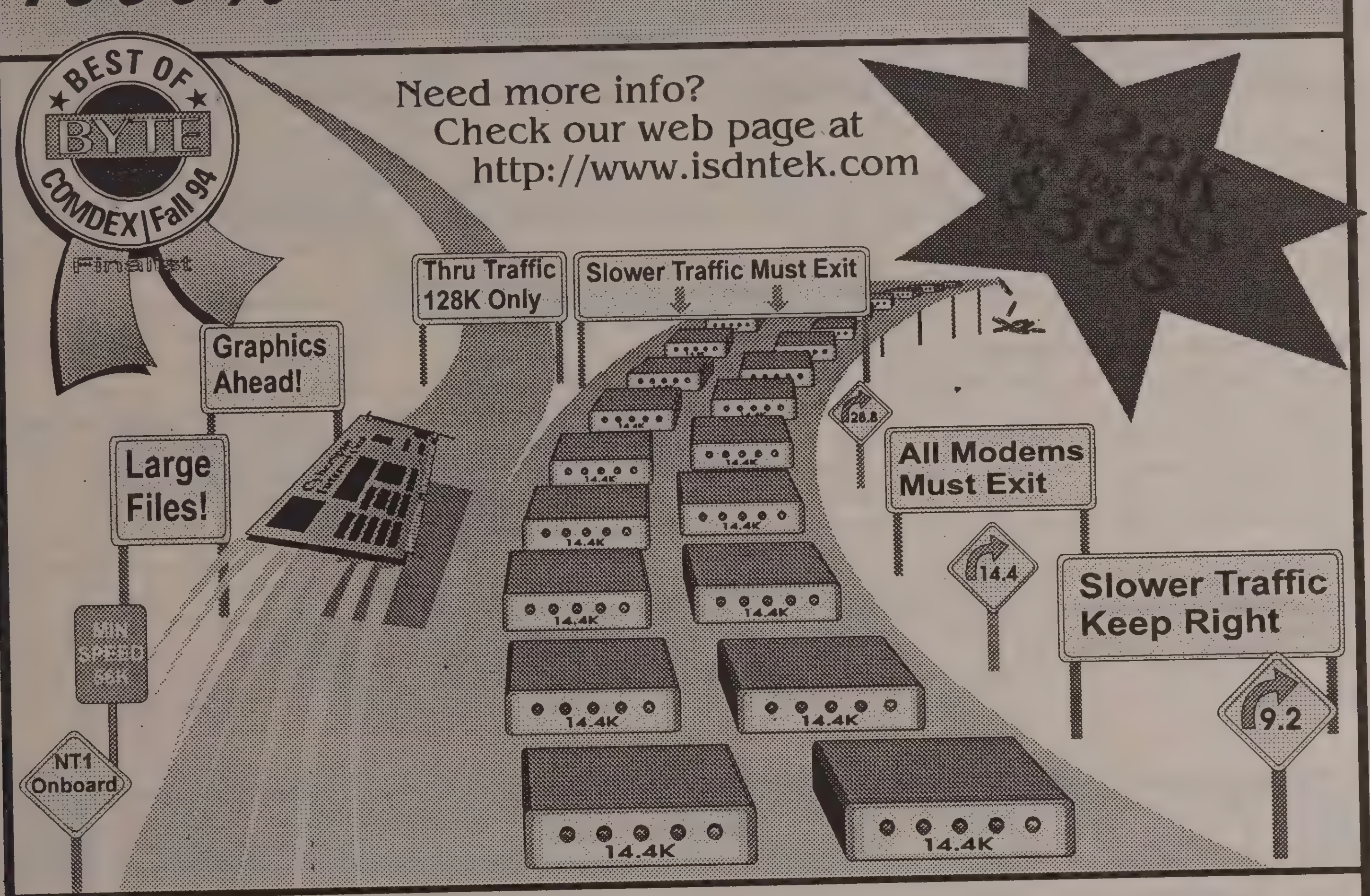
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Troubleshooting Your HTML Files

Because these and most other HTML tags make little sense to humans, and in longer files can become very tedious and complicated to insert in just the right place and form, it's easy to make simple but disastrous mistakes. So it's useful to apply some basic troubleshooting procedures:

Check Anchors For Extraneous Elements

Under the rules of HTML coding, you can safely put anchors—codes that refer to other resources—within other HTML elements, but not vice versa. For example:

```
[Correct]
<H1><A HREF = "resource.html">File Heading</A></H1>
```

This code makes a clickable reference out of an entire heading, and is perfectly acceptable to all HTML browsers. But you'll run into trouble if you try something like:

```
[Incorrect]
<A HREF = "resource.html"><H1>File Heading</H1> </A>
```

To a person, there's not much difference. To a browser, there's a major difference that may totally mess up how the file displays and functions.

Check For Illegal Overlapping Tags

Overlapping tags in your HTML files can create a world of problems for browsers trying to display them. Different browsers handle different illegal overlaps in different ways. But one thing is fairly certain, mistakes probably won't come out the way you intended.

An overlapping tag condition exists when a second tag-pair opens before a first tag-pair ends. For example:

```
<H2>Here is a line with two <B>HTML tags</H2> that overlap.</B>
```

The words "HTML tags" fall simultaneously within two separate HTML tag-pairs.

Generally, tags that modify the appearance of characters will work within other HTML tags. For example, if you're creating a list and you want one item to be displayed in bold text while another is displayed in italics, you could write HTML code that looks like this:

```
[Correct Example]
    <UL>
    <LI><B>Bold text item</B>
    <LI><I>Italic text item</I>
    <LI>Normal text item
    </UL>
```

But most other HTML tags won't work as you might expect. For example, placing a heading tag within a list, like this:

```
[Incorrect Example]
    <UL>
    <LI><H1>First and Largest Heading</H1>
    <LI><H2>Second and Smaller Heading</H2>
    <LI>Normal text item
    </UL>
```

is an invitation for problems. Some browsers

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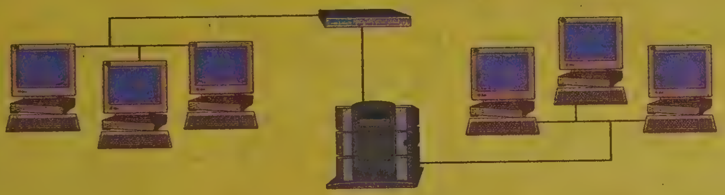

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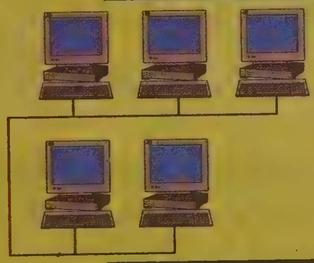

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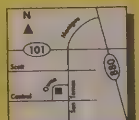

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Character formatting tags should also not be stacked up within each other. For example:

[Incorrect Example]

<B><I>Your Sample Text</I></B>

looks like it should produce bold-italic text. On some browsers it will. But most browsers get confused, and wind up interpreting only the last tag they find, which in this case is the <I> call for Italics. When they next encounter the </I> tag they end the Italics, then find the </B> tag and don't know what to do with it. They may ignore it, but they may get further confused by it.

Validate Your Links

One of the most embarrassing parts of coding in HTML is when a viewer selects a link and gets a "not found" error message or some other indication that your link is not a valid one.

It's like giving the wrong directions to a stranger trying to find the nearest gas station or bathroom. It makes you look foolish and lowers the overall level of trust.

> **WHEN THE BROWSER CAN DISPLAY WHAT YOU'VE SPECIFIED AS *"IMAGE.GIF,"* IT DOES SO, AND THAT'S ALL IT DOES. BUT WHEN IT CAN'T, IT LOOKS FOR THE *ALT OPTION* AND DISPLAYS WHATEVER TEXT YOU PLACED BETWEEN THE QUOTATION MARKS.**

Should this occur, the most likely problem is that you have a typographical error in the filename or the file location. However, it's also possible that the server supporting the correctly specified resource is temporarily disconnected from the Internet, or that the file permissions for the other resource are not set, as they should be, to world readable.

Of course, checking for these and other HTML coding problems can be just as tedious as doing the coding in the first place. That's why it's nice to know about a useful resource for checking your HTML code. Weblint software was created just for this. It is an online service that lets you supply a Web page's URL and have it checked for conformity with accepted HTML standards. Alternatively, you can copy and paste your code directly into the form provided on this Web page for the same kind of code checking. A third way to use the capability is to download the software itself, from a site given when you browse the page, and use it on your own computer.

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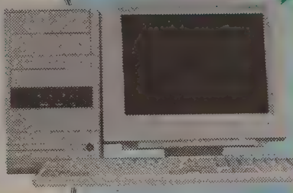

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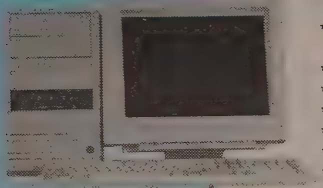

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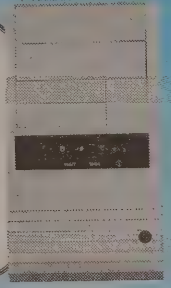

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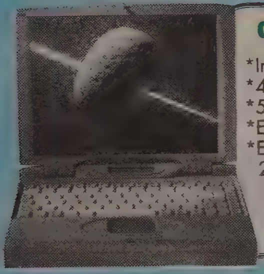

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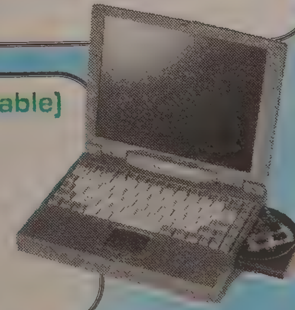

- *Intel Pentium CPU
- *8MB RAM Upgradable to 40MB
- *520MB IDE Hard Drive
- *Exchangeable CD-ROM Optional
- *Exchangeable 1.44MB FDD or 2nd Battery (optional)
- *Dual Scan Color Screen (Active Scr. Opt.)
- *32-Bit PCI Video 1MB
- *MPEG Card Optional
- *16-Bit Stereo Sound Card
- *2 Type II or 1 Type III Slots
- *PointPad Pointer
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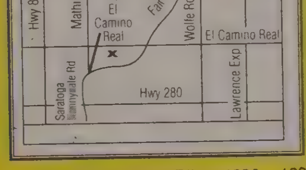
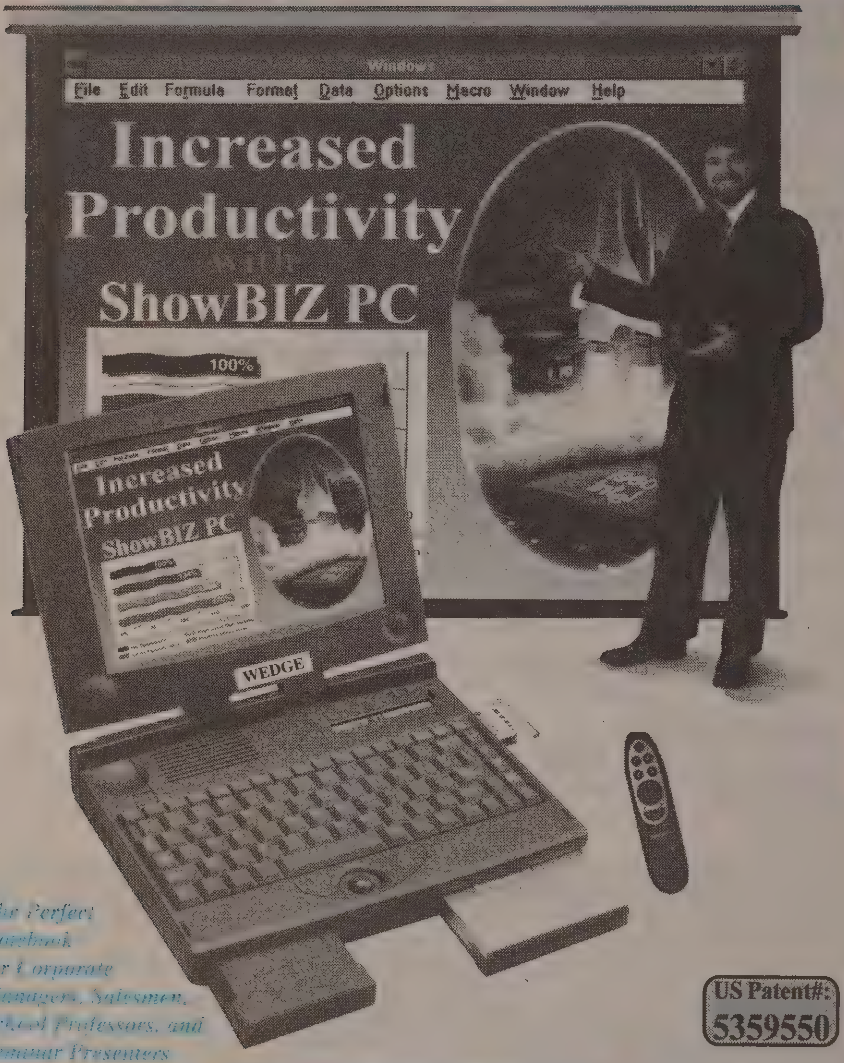


Wedge ShowBIZ the Presentation Notebook with 6 ft. screen


Windows
File Edit Formula Format Data Options Macro Window Help
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WEDGE

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US Patent#: 5359550

It's a Notebook

"The ShowBIZ PC is a faithful mobile assistant.
I can make last minute modification to a business proposal, send an email to my co-worker, access on-line service for latest news"

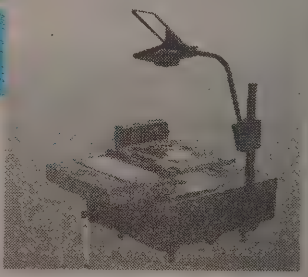
- Fred Klemmt, Aptek Associates - Mountain View, CA

It's a Workstation

"In my office, I can produce the advertisement by setting the ShowBIZ on the docking station which is configured with Optical CD Drive, a large 4.3 GB SCSI Hard Disk, and a Scanner. It is so flexible and expandable that it has replaced my powerful desktop." ...

- Bob Peters, David Advertising - Cleveland, OH

It's a Projection Panel



" Thanks to ShowBIZ, I can prepare, create and present my seminars much more effectively. It is great to watch my audience eyebrows rise when they see me projecting a large display interactive live multimedia presentation. With ShowBIZ, I will always have attention getting presentations..."

- John Halbert, Impact Seminars - Brentwood, TN

ShowBIZ PC Technical Highlights

- **Detachable Display Backpanel to be used as PROJECTION PANEL with an Overhead Projector (Easy Setup)**
- Supports **ALL 486** and **5x86-100MHz** Microprocessors
- Flexible memory configuration 4/8/12/16/20/**32MB**
- Removable 1.44MB FDD - Replaceable for **2nd battery** module
- Removable 340/510/810MB/**1.3GB** Hard Disk Drive
- **32-bit VESA** Local Bus Video Accelerator
- Up to **5 hours battery life** (with dual batteries)
- **Built-in Audio**, Microphone, and Speaker

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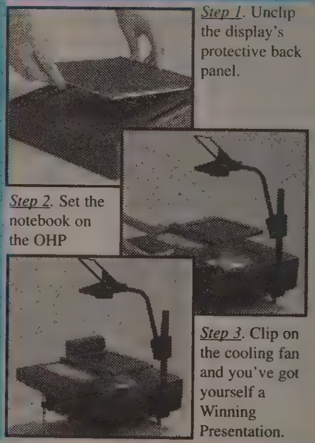

Step 1. Unclip the display's protective back panel.

Step 2. Set the notebook on the OHP

Step 3. Clip on the cooling fan and you've got yourself a Winning Presentation.

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- Multimedia Pentium PCI Notebook
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- 128KB Flash ROM, 8MB expandable to [illegible]
- PCI Video and Enhanced IDE Controller
- Built-in Audio, Microphone and Stereo Speakers
- 1.44MB 3.5" Floppy Disk Drive
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- [illegible]
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- [illegible]
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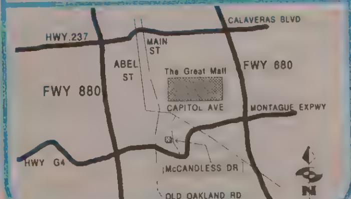

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Writing HTML *continued...*

Basic code structure
Unknown elements and attributes
Context checks (tag that must appear within a certain element)
Overlapped tags
A TITLE exists in the HEAD space of the HTML file
ALT text within IMG commands
Illegally nested elements
Mismatched tags (such as H1 … /H2)
Unclosed elements and tags (such as H1 …)
Extra appearances of elements that should only appear once
Obsolete commands
An odd number of quotes within a tag
The correct order of headings
Character markup embedded in comments
Existence of local anchor targets
Tags not enabled by default

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WebMania! Software A Pleasure To Use

A fairly new piece of software for use with Web sites is WebMania!, from Q&D Software Development.

Basically, WebMania! lets you create Web pages and forms, and analyze the responses to your forms, which it collects in a database as they come in via email.

When you're creating or modifying a Web page, you'll be pleased with how many coding chores can be completed just by clicking a single button on the toolbar. Buttons cover such routine functions as creating and modifying page titles and headers; specifying display parameters; and setting up links, lists, and images.

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The program is even more impressive when used to create response forms that people fill in and email back to you. Basically, starting the forms-creating process activates a sequence of self-explanatory data-entry screens. Each screen contains several labels and empty spaces where you type the information you want to display.

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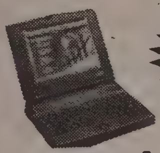

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486DX4/75	10.4 Dual Scan	510MB	$1299
486DX4/75	10.4 Active Clr	720MB	$1799
PENTIUM 75(sound)	10.4 Dual Scan(800*600)	510MB	$1699
PENTIUM 75(sound)	10.4 Active Clr(800*600)	810MB	$2399
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- 4MB RAM • 3.5" floppy drive • 2 PCMCIA Type II Slots or 1 Type III

Processor	Screen	HD	Price
486dx2/66	10.3 dualsca	250MB	$999
486dx2/66	10.3 dualsca	500MB	$1099

Power Exec

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Processor	Screen	HD	Price
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486sl/dx25	9.5 active clr	200MB	$999
386sl/25	9.5 passive	120MB	$699

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Processor	Screen	HD	Price
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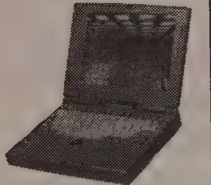

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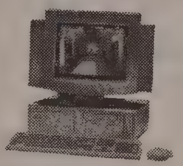

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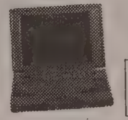
486DX2/66	2X CD	340 MB	$549
486DX2/66	2X CD	420 MB	$599
Pentium 60	2X CD TV	8/850MB	$999
Pentium 90	4X CD	8/850MB	$1099



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Processor	CD/ Acc.	MEM/ HD	Price
486DX2/50(all in one)	2XCD	4/420	$699
486DX2/66	2X CD	4/ 420	$799
486DX2/66(all in one)	4XCD	8/540	$899
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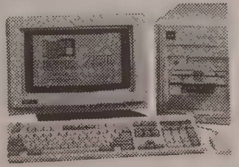
- PCI/ IDE 1MB VRAM UP TO 1024X768
- 16 Bit Audio/ Mic/ Speakers
- 14.4 Fax/ Data/ Voice modem
- AST Keyboard, mouse
- 14" SVGA Color Monitor
- 1 Year in store Warranty



Processor	CD/ Acc.	RAM/HD	Price
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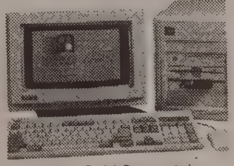
MS MODELS	RAM/HDD	MFG#	PRICE
MST P75MHz	16/1GB	501703-401	$1099
MSP120MHz	16/1.6GB	501814-601	$1399
MS P90MHz	8/420MB	501534-201	$899
MSL 90MHz	16/1GB	501651-401	$1099
MST P90MHz	16/1GB	501660-401	$1249
MS P75MHz	8/540MB	501701-401	$799
LC DX4/100	8/540MB	501381-007	$699
MS DX4/100	4/0MB	501443-001	$499
LC 486DX2/66	4/210MB	501116-001	$499

AST COMPUTER

intel inside



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- Two case available desktop or mini tower

MODELS	RAM/HDD	MFG#	PRICE
Manhattan p60G	16/0MB	501530-001	$799
Server 486DX/33	8/1GB	501200-007	$599
GX PENTIUM 100	16/0MB	501522-101	$1699
MX DX4/100	8/420MB	501432-201	$799
MX PENTIUM 75	8/540MB	501699-201	$999
MX PENTIUM 60	8/0MB	501577-001	$799
MTE 486DX2/66	8/0MB	501206-005	$599
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635	68lc040	4/250	2X/ 14"	$749
636	68lc040	8/250	2X/ 14"	$849
631	68lc040	8/500	2X/ 14"	$899
638/TV	68lc040	8/350	2X/ 14"	$999
6110	POWER PC 60	8/250	2X/14"	$999
6116	POWER PC 60	8/700	2X/14"	$1099
5215	POWER PC 75	8/1.0	4X/15"	$1199
6220/TV	POWER PC 75	16/1GB	4X/14"	$1499
8150/DAT	POWER PC 80	16/1GB	2X/N0	$2199

Radius 0381 20" Color Monitor	$1199
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- 14.4 Fax/Modem
- IDE/I/o Card
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COMPLETE SYSTEM

intel inside pentium

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- Intel Pentium® Processor w/fan
- 16MB of RAM
- Teac 1.44MB Floppy Drive
- Wester Digital 1.6GB, EIDE Hard Drive
- Diamond Stealth 64, PCI, 2MB Video Card
- Optiquest 15", 0.27, NI, SVGA monitor
- Maxi Switch 101 Enhanced Keyboard
- Microsoft Mouse
- Toshiba x6 CD-ROM
- Pair of 80-w Speakers
- Mid-Tower Case w/250w PowerSupply
- Package of Windows 95/Dos 6.22 + Windows 3.11

**Other Configurations Available*

100MHz	$1809
120MHz	$1879
133MHz	$1949
166MHz	$2259

PENTIUM® SERVER

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intel inside

- Intel Endeavor Motherboard w/256K Pipeline burst Cache, EIDE/ I/O, Triton Chipset
- Intel Pentium® Processor with fan
- 32MB of RAM
- Teac 1.44MB Floppy Drive
- 2.1GB SCSI Hard Drive
- Adaptec 2940 PCI, SCSI Controller
- 1MB, PCI Video Card
- 14", 0.28, NI Monitor
- Toshiba 6X CD-ROM
- Medium-Tower Case W/250w Power Supply
- Maxi Switch 101 Enhanced Keyboard
- PCI, Network Card

**Other Configurations Available*

133MHz	$2529
166MHz	$2859

PENTIUM® PRO MULTIMEDIA SYSTEM

COMPLETE SYSTEM

intel inside

- Intel Pentium® Pro Motherboard w/256K Pipline Burst Cache and 256K L2 Cache and Fast I/O
- 32MB of RAM
- Teac 1.44 Floppy Drive
- Adaptec 2940 w, PCI, SCSI Control Card
- 2GB, Wide SCSI Hard Drive
- Diamond Stealth 64, 2MB, VRAM, PCI Video Card
- 17", SVGA Monitor
- Toshiba x6 CD-ROM
- Soud Blaster 16 Vibra
- USRobotics 28.8 Fax/Modem
- Microsoft Serial Mouse
- Maxi Switch 101 Enhanced Keyboard
- Medium-Tower Case w/250W Power Supply
- Pair of 80-w Speakers
- Microsoft Windows NT

**Other Configurations Available*

150MHz	$4699
180MHz	$4999
200MHz	$5099

NOVELL

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Netware 4.1: 5,10, 25, 50, 100-User	$550, 720, 999, 1295, 1675

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CWL 9406 Combo. S/W Config.	**$35**
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SMC Elite 16T Ultra Enet/Elite 16C	$95/109
Intel Etherexpress Pro, RJ45	$99
3COM 3C590/TP0, PCI	$129
Intel Etherexpress Pro/10/100, PCI	$135/165
SMC Etherez 16-BIT ISA, 8416T	$99
SMC Etherepower 10/100 PCI, ENET	$139
Ethernet Hubs	
5, 9, 14, 18, 27 Ports	$62, $86, $135, $159, $299

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486DX2/DX-4 VLB (4X30-pin & 3X72-pin Simms)	$94
486DX2/DX-4 PCI (3 PCI, 4 ISA, 4X72-pin, IDE onboard, 256K)	$102
486DX4/PCI (ASUS/ECS) (5XISA,4XPCI slots with 256K)	$135
486DX2/DX4 (8X30 & 2x72 pin Simm slots)	**$100**
Intel Pentium® 90-133 MHz w256K Cache (Zappa-Triton chipset)	**$169**
Pentium® 75-166 MHz w/256k Cache, Triton Chipset (ASUS) Asych/Pipeline cache	$155/175
Intel Pentium® M/B (Endeavor) (75Mhz to 166 MHz) w/ built in SoundBlaster & 256K Pipeline burst cache	$225
Intel Pentium® M/B (Atlantis) with Built-in Sound Card and ATI Mach 64 Video Card, and 256K Pipeline burst Cache	$325

CONTROLLERS

ADAPTEC	
1542/KIT	$165/249
2940/2940W	$195/245
BUSLOGIC	
BT 545C, PCI, Fast SCSI	$149
BT 930, PCI, Bus MASTER	$119
BT 946C, PCI	$175
BT 956, PCI, Wide SCSI	$239

CPU & MEMORY

Pentuim® 75/90/100 MHz	$Call
Pentuim® 120/133/166 MHz	$Call
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Memory Simms:	
1x32/70 ns (4MB)	$Call
2x32/70ns (8MB)	$Call
4x32/70ns (16MB)	$Call
8x32/70ns (32MB)	$Call

HARD DRIVES

MAXTOR	
1.6 GB EITE (71626)	$235
CONNER	
1.2GB EIDE (CFS 1275A)	$210
1.06GB SCSI-II	$245
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635MB/850MB	**$179/189**
1.2GB WDAC 21200	**$215**
1.6GB WDAC31600	**$Call**
QUANTUM	
830MB IDE Trailbiazer	$179
1.2GB IDE Fireball	$219
2GB SCSI-2 Atlas	$629
4GB SCSI-2 Atlas	$959

MULTIMEDIA BUNDLES

Quad-Speed / Six Speed CD-ROM
Media Magic 16-bit sound card
Pair of speakers

$135/189

VIDEO CARDS

SVGA 1MB (Trident)	$62
Trident 9440 PCI/VLB 1MB	$68
DIAMOND	
Stealth 64, 1MB DRAM PCI/VLB	$110/115
Stealth 64, 2MB DRAM PCI/VLB	$129/149
Stealth 64, 2MB VRAM, PCI/VLB	$259
Stealth 64 Video, 2MB DRAM PCI/VLB	$155
Stealth 64 Video, PCI, 2MB/4MB	$249/395
ATI	
ATI Winboost PCI/VLB 1MB DRAM	$119/129
2MB DRAM	$163/169
ATI Winturbo PCI/VLB 2MB VRAM	$255
4MB VRAM	$399
NUMBER 9	
#9, Vision 330 PCI/VLB, 2MB DRAM	$155
Motion 771 PCI/VLB 2 MB/4MB VRAM	$259/$389

MONITORS

ViewSonic 14", V14ES, 1024X768, 0.28, NI	$269
ViewSonic 15ES/15G/15GS	$365/409/425
ViewSonic 17GS/17PS/17GA	$675/849/759
Optiquest 1562A, 15", 1024X768,0.28	$389
Optiquest 2000DC, 15", 0.27 SVGA	**$405**
Samsung 17GLi, 17", 0.28	$659
Samsung 17GLsi, 17', 0.26	$829

MODEMS

14.4/14.4 Fax/Modem Int/Ext	$38/67
US robotics 28.8/28.8 Fax/modem internal	$185
28.8/28.8 Fax/modem internal	$115

SOUND CARDS - CD-ROMS

Sound Blaster 16MCD	$79
Sound Blaster 16 IDE (Vibra)	$69
MediaMagic ISP/16 with Audio	$54
Teac X6 CD-ROM, IDE	**$129**
Mitsumi x4/x6 IDE	**$65/$115**
Toshiba X4/X6 SCSI	$125/239
Toshiba X4/X6 IDE	**$65/119**
Sony X4/X6 IDE	$65/Call

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Mini Tower case w/ 250 W PS	**$34**
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Toshiba 400CS $2999
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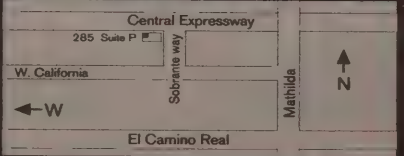

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Writing HTML *continued...*

The screens guide you through entries for lead and trailing paragraphs, text inserts, text fields and comment boxes used for viewer input, buttons, radio button groups, list boxes, check box groups, free-form entry spaces, graphics, hot links, and more. You can also specify text and background colors for the form, and a background graphic—which you can pick off lists of graphics available from all the sources on your hard drive.

RESOURCES:

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http://www.unipress.com/weblint/

WebMania!, $34.95;
professional version, $49.95
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10-B Sentinel Ct.
Chatham, NJ 07928
(201)635-1824

But where WebMania! might be most useful is in its ability to handle the responses your Web forms generate. The forms you create are automatically set up to send email to your preferred address (there's room for an alternate address, too, to handle forms that don't work normally with nonstandard browsers). You save these email messages as ASCII files on your computer's hard drive, then activate WebMania! to import the information into its database.

It's no problem if you've got several forms out on the Web generating different sets of responses to the same email address. WebMania! can detect which form generated each email message it imports.

WebMania! then creates a response form you can display that shows either all answers, only the previously viewed answers, or only the new answers that have come in from your original Web form. Responses can be viewed on the screen or printed, as you prefer. If you elect to print them, you can choose which fields to print and which to ignore.

Most important, WebMania! can easily export all the responses in a standardized comma-delimited format. This creates a file you can readily import into your favorite database for detailed analysis, compilation, or statistical manipulations.

One nice feature is that WebMania! has dozens of blank buttons you can easily program with whatever HTML codes you wish. This not only makes it easy for you to set up your Web pages with the formatting you prefer, but provides some hope that you can keep WebMania! up to date as newer versions of HTML appear in years to come.

Update Your Word Processor To Help It Write HTML

If you use WordPerfect or Microsoft Word for Windows, you can get a free program that will convert documents created in those word processors into HTML documents with no programming knowledge required. WordPerfect users can point their browsers to *http://wp.novell.com/elecpub/intpub.htm* . Word users can browse *http://www.microsoft.com* and follow the signposts for the HTML add-in. ■

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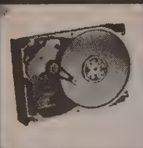

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1.2GB ENHANCED IDE

- ◆ Model# 31280A
- ◆ 2 YEAR WARRANTY
- ◆ 11ms FAST, 4500 RPM.
- ◆ 128K Cache Buffer
- ◆ 300,000 Hours MTBF

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"Setting The Standard"

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				INT	EXT
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1.2GB	31280FBA	12ms	IDE	$249	$NA
1.08GB	31080FBS	12ms	SCSI	$238	$307
1.2GB	31280FBS	12ms	SCSI		$CALL
TrailBlazer Series-(4500RPM/128K Cache/3 Yr Warr)					
840MB	30850TRA	14ms	IDE	$194	$NA
840MB	30850TRS	14ms	SCSI	$190	$240
Capella Series-(5400RPM/512K Cache/5 Yr Warr)					
2.2GB	VP32210S	8.5ms	SCSI	$619	$689
GrandPrixSeries-(7200RPM/512K Cache/5 Yr Warr)					
4.3GB	GP34301S	8.6ms	3.5"	$959	$1029
Atlas Series-(7200RPM/1MB Cache/5 Yr Warranty)					
2.1GB	XP32150S	8ms	3.5"x1"	$786	$856
4.3GB	XP34300S	8ms	3.5"	$999	$1069
Saturn Series-(5400RPM/512K Cache/5 Yr Warr)					
2.15GB	QM32170S	8.0ms	3.5"x1"	$639	$709
2.15GB	QM32170W	8.0ms	3.5"x1"	$655	$725
Sirocco Series-(5400RPM/512K Cache/5 Yr Warr)					
1.7GB	QM31700SRA	8.0ms	3.5"x1"	$NEW	$CALL
2.5GB	QM32550SRA	8.0ms	3.5"x1"	$NEW	$CALL
Bigfoot Series-(3600RPM/128K Cache/5 Yr Warr)					
1.28GB	QM51280BFA	8.0ms	3.5"x1"	$NEW	$CALL
2.5GB	QM52550BFA	8.0ms	3.5"x1"	$NEW	$CALL

IBM

1.2GB ENHANCED IDE

- ◆ Model# DPES-31080
- ◆ 3 YEAR WARRANTY
- ◆ 10.5ms FAST, 5400 RPM.
- ◆ 512K Cache Buffer
- ◆ 500,000 Hours MTBF

$273
"Setting The Standard"
External .. $323

IDE & FAST SCSI-2 DRIVES

				INT	EXT
Deskstar XP -(MR Head Technology/3 Yr Warr)					
1.0GB	DPES31080	10.5	SCSI	$273	$323
Satsuma Family- (3 Year Warranty)					
728MB	94G2646	12ms	IDE	$269	$319
Ultastar XP Family-(MR Head Technology/5 Yr Warr)					
2.3GB	94G3192	7.5ms	7200RPM	$1052	$1122
4.5GB	94G3198	8ms	7200RPM	$1662	$1762
5.1GB	06H8431	8ms	Audio Video	$1583	$1683
5.3GB	94G3794	7.5ms	7200RPM	$1419	$1519

MICROPOLIS

1.0GB FAST SCSI-2

- ◆ Model# MC1991
- ◆ 5 YEAR WARRANTY
- ◆ 10ms FAST, 5400RPM.
- ◆ 3.5" x 1"

$2079
"Setting The Standard"
External .. $2204

FAST SCSI-2 DRIVES				INT	EXT
2.0GB	MC4221AV	8.5ms	1"	$758	$828
4.0GB	MC3243AV	8.5ms	3.5"	$1139	$1209
9.1GB	MC1991AV	11m	5.25"	$2198	$2323
Audio Video FAST SCSI-2					
2.0GB	MC4221AV	8.5ms	1"	$758	$828
4.0GB	MC3243AV	8.5ms	3.5"	$1139	$1209
9.1GB	MC1991AV	11m	5.25"	$2198	$2323

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2.17GB FAST SCSI-2

- ◆ Model# C3725S
- ◆ 5 YEAR WARRANTY
- ◆ 9.5ms FAST, 5400RPM.
- ◆ 512K Cache Buffer
- ◆ 800,000 Hours MTBF

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External .. $615

				INT	EXT
Enhanced IDE DRIVES					
1.08GB	C5270A	12ms	3.5"x1"		$266
1.6GB	C5271A	12ms	3.5"x1"		$320
FAST SCSI-2 DRIVES					
2.17GB	C3725S	9.5ms	3.5"x1"	$621	$691

Seagate

4.3 FAST SCSI-2

- ◆ Model# ST15230N
- ◆ 5 YEAR WARRANTY
- ◆ 9ms FAST, 5411 RPM.
- ◆ 512K Cache Buffer
- ◆ 800,000 Hours MTBF

$959
"Setting The Standard"
External .. $1029

				INT	EXT
Enhanced IDE DRIVES					
850MB	ST5850A	12ms	Fast ATA-2		$199
1.08GB	ST51080A	10.5ms	Fast ATA-2		$219
1.63GB	ST31640A	10.5ms	Fast ATA-2		$359
2.14GB	ST32140A	10.5ms	Fast ATA-2		$398
FAST SCSI-2 DRIVES					
Hawk Series-(5411RPM/512K Cache/5 Yr Warr)					
1.0GB	ST31231N	9ms	3.5"x1"	$379	$429
2.1GB	ST32430N	9ms	3.5"x1"	$669	$739
4.3GB	ST15230N	9ms	3.5"	$959	$1029
Barracuda Series-(7200RPM/8ms Avg Seek/5 Yr Warr)					
2.1GB	ST32550N	512K Cache	3.5"x1"	$729	$799
4.3GB	ST15150N	1MB Cache	3.5"	$1214	$1314
Elite Series-(5,400RPM/1MB Cache/5 Yr Warranty)					
9.0GB	ST410800N	11ms	5.25"	$2179	$2304

CONNER

4.3 FAST SCSI-2

- ◆ Model# CFS850A
- ◆ 5 YEAR WARRANTY
- ◆ <15ms 5400 RPM.
- ◆ 3.5" x 1"

$189
"Setting The Standard"
External .. $662

				INT	EXT
Enhanced IDE DRIVES					
FileProSeries-(3,600RPM/64K Cache/1-3 Yr Warranty)					
540MB	CFS541A	<15ms	3.5"x1"		$165
1.27GB	CFS1275A	<15ms	3.5"x1"		$232
850MB	CFS850A	<12ms	3.5"x1"		$186
FilePro Advantage Series-(4,500RPM/256K Cache/ up to16.7MB/s Data Trans Rate / 1-3 Yr Warranty)					
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FAST SCSI-2 DRIVES					
FilePro Performance-(512K Cache/5 Yr Warr)					
1.0GB	CFP1080S	11ms	5400RPM	$265	$312
2.1GB	CFP2105S	8.5ms	5400RPM	$583	$653
2.1GB	CFP2107S	8.5ms	7200RPM	$625	$695
4.2GB	CFP4207S	9ms	7200RPM	$923	$993

Maxtor

Enhanced IDE DRIVES				
540MB	7541AV	12ms	3.5"x1"	$177
850MB	7850AV	12ms	3.5"x1"	$194
1.2GB	71260A	<12ms	3.5"x1"	$268
1.6GB	71626A	<12ms	3.5"x1"	$272

ENHANCED IDE

WESTERN DIGITAL

Enhanced IDE DRIVES				
635MB	AC2635	*NEW*	3.5"x1"	$179
850MB	AC2850	<10ms	3.5"x1"	$193
1.0GB	AC21000	*NEW*	3.5"x1"	$218
1.28GB	AC21200	<10ms	3.5"x1"	$CALL
1.28GB	AC31200	<10ms	3.5"x1"	$269
1.6GB	AC31600	<10ms	*NEW*	$299

ENHANCED IDE

FAST WIDE

Seagate

				INT	EXT
1.0GB	ST31230W	9ms	3.5"x1"	$522	$702
2.1GB	ST32430W	9ms	3.5"x1"	$768	$948
2.1GB	ST32550W	8ms	3.5"x1"	$894	$1074
4.3GB	ST15230W	9ms	3.5"	$1059	$1239
4.3GB	ST15150W	8ms	3.5"	$1329	$1509
9.0GB	ST410800W	11ms	5.25"	$2199	$2349
FAST WIDE DIFFERENTIAL					
4.3GB	ST15150WD	8ms	3.5"	$1338	$1588
9.0GB	ST410800WD	11ms	5.25"	$2299	$2599

Quantum

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4.3GB	GP34301W	8.6ms	3.5"	$1069	$1249
4.3GB	XP34300W	8ms	3.5"	$1186	$1366

MICROPOLIS

2.0GB	MC4221W	8.5ms	3.5"x1"	$799	$979
4.0GB	MC3243W	8.5ms	3.5"	$1225	$1405
9.1GB	MC1991W	11ms	5.25"	$2289	$2539
Audio Video FAST WIDE					
2.0GB	MC4221WAV	8.5ms	3.5"x1"	$856	$1036
4.0GB	MC3243WAV	8.5ms	3.5"	$1279	$1459
9.1GB	MC1991WAV	11ms	5.25"	$2451	$2701
FAST WIDE DIFFERENTIAL					
2.0GB	MC4221WD	8.5ms	3.5"x1"	$959	$1209
4.0GB	MC3243WD	8.5ms	3.5"	$1264	$1514

CONNER

1.0GB	CFP1060W	9ms	3.5"x1"	$555	$735
2.1GB	CFP2105W	8.5ms	5400RPM	$726	$906
2.1GB	CFP2107W	8.5ms	7200RPM	$762	$942
4.2GB	CFP4207W	9ms	7200RPM	$1209	$1389

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524MB	ST9655AG	16ms	IDE	19mm	$314
810MB	ST9816AG	16ms	IDE	19mm	$468

Quantum

540MB	20540EUA	IDE	$299
810MB	20810EAU	IDE	$413
1.08GB	21080EAU	IDE	$413

IBM

540MB	06 H 8564	$299
720MB	06 H 8566	$413

HITACHI

540MB	DK222A-54	12ms	IDE	12.5mm	$250

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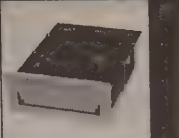

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Tahiti-3M	4MB Cache buffer	$1788/$1986
1.3GB Cart	(512 or 1024b Sector) Glass/Poly	$148/$67
2.6GB Cart	(512 or 1024b Sector) Poly	$86

HEWLETT PACKARD

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C1100A	20GB Ext Juke Box (20XT)	$4491
1.3GB(1024b/s) or 1.2GB(512b/s) cartridge		$79

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4.6GB Optical Storage System

4.6 MAC	External 4.6GB for MAC	$1568
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4.6 PCi	Internal w/Adaptec SCSI Interface	$1540
4.6 GB	Cartridge	$189

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Pak-Travel	Battery,charger & travel case	$120

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1.3GB Internal 5.25" Removable MO	$1678
1.3GB External 5.25" Removable MO	$1999

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135MB	EZ135P	3.5"PC	Ext Parallel	$219
200MB	SQ5200C	5.25"	SCSI	$349
200MB	SQ5200CE	5.25"	SCSIExt w/cart	$495
200MB	SQ5200CEM	5.25"	SCSIExt for Mac	$489
270MB	SQ3270S	3.5"	SCSI	$329
270MB	SQ3270SE	3.5"	SCSIExt w/cart	$430
270MB	SQ3270SEM	3.5"	SCSIExt for Mac	$444
270MB	SQ3270SEP	3.5"	PC Ext Parallel	$515
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100MB ZIP DRIVE SCSI or Parallel	$199
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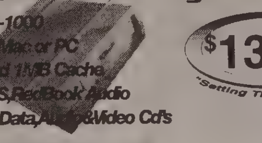
650MB Recordable/Playable CD



- ◆ *Model# RCD-1000*
- ◆ *Available for Mac or PC*
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- ◆ *SW to make Data,Audio&Video Cd's*

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RCD-1000 PCKExternal w/Adaptec Interface	$CALL
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RCD-5020e Mac External 2X with SW for Mac	$1187

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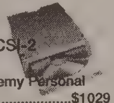

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2XRecord/4XRead Complete CD Kit, Includes SCSI-2 Interface Card, Easy CD File Recording Software, Alchemy Personal Data Management Software, & Unlimited Tech Support.......$1029

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Bare Drive w/o Software.......$1032

CDD2000PEZ
2X Record/4X ReadSCSI-2 for PC
with INCAT EZ CD PRO Software.......$1119

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2X Record/4X ReadSCSI-2 for MAC
withTOAST MULTIMEDIA Software.......$1264

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CDR 100iB
4X Record/4X Read SCSI INT. Bare Drive
for PC w/o Software.......$1389

CDE 100eB
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TEAC

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4200C	4GB up to28MB/min w/Comp	$777/$872
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8505XL	7-14GB up to 60MB/min w/Comp	$1839/$1926
EXB-BKT	Exabyte 5.25" Bracket for 3.5"Units	$25

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TS850P	850MB (QIC WIDE) Parallel Port	$319
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TS4000	4.0GB (QIC WIDE)-SCSI	$369
TS4000E	4.0GB (QIC WIDE)-SCSI External	$465
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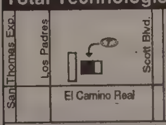

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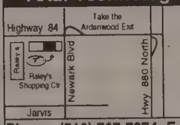

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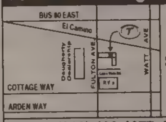

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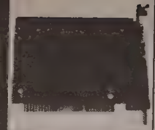


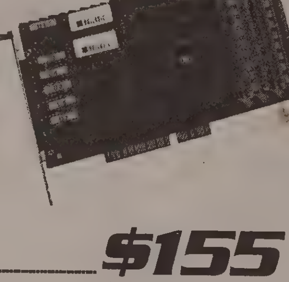
CONTROLLERS

IDE

BUSLOGIC

Buslogic IDE Cache Controller

KT-910AC



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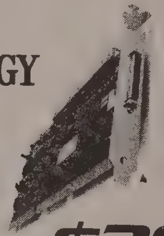
DATA TECHNOLOGY

2278E CONTROLLER CARD



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- W/MultiFunction 16550 I/O
- Enhanced Parallel Port
- Enhanced Serial Port ......

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AT32VPK	ISA E-IDE Controller	$48
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2825VL	32-bit E-IDE/SCSI-2 Kit	$114

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Side,Plus	Similar to Above with BIOS,Dual Chnl 2HD/2FD, >528MB Support (Jumperless)	$42
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Side-2615	16-Bit ISA,Dual Chnl 4H/2F,4-16550 Serial, 2Bi-Directional Parallel EPP & ECP	$61

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DC5030	BusMaster PCI IDE Caching Controller	$130
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2742T	32Bit Twin-EISA Kit,14HDs Card	$312
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BUSLOGIC High Performance SCSI Kits

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TMC3260	32Bit PCI Value Pak w/PowerSCSI	$144
MCS700	16-Bit MicroChannel w/PowerSCSI	$137

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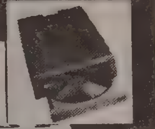
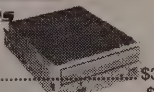
CD-ROMS & MULTIMEDIA



CD-ROMS

TOSHIBA

SUPER FAST! CD-ROM Drives



3701 6X-Speed SCSI-2 Caddyless,1MB/sec, 256K Cache	$338
5402B Quad-Speed 4.4X IDE INT. only	$112

SONY

CDU-76S	INTERNAL 4X-SPEED, SCSI-2	$139
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CDU-77E	INTERNAL 4X-SPEED, IDE	$107

TEAC

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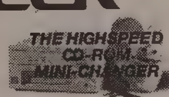

DR-U124X	110ms Avg seek-676kb/sec	$227
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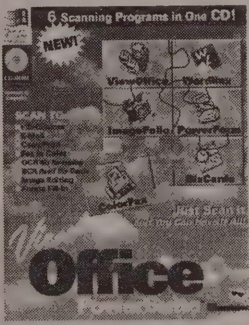

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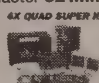

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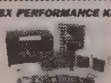

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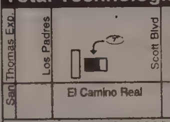

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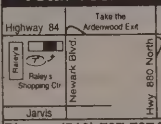

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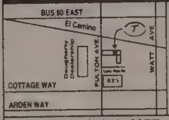

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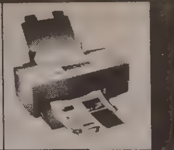

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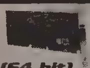

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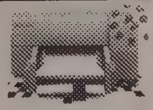

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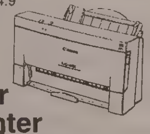


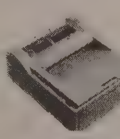
- Make Greeting Cards, T-shirts, , Stickers, and More witb Canon Creative CD-ROM including Hallmark ConnectionsTM Everyday GreetingsTM and Crayola Art
- Office Quality Color and Black & White
- Printing at 720 x 360 dpi
- Free 2 Year Instant Exchange Warranty and 15 hour Toll-free Support

$379 "Setting The Standard"

BJC-210 4ppm, 720 x 360 dpi	$238
BJC-610 3ppm, 720 x 720 dpi	$510

OKIDATA

OL-400e Laser Printer



- 4ppm Printing Speed
- 300 dpi class
- 512K RAM exp. to 4.5MB
- 44 bitmap Fonts
- 5 Year Printhead Warranty

$349 "Setting The Standard"

MONITORS

HEWLETT PACKARD

ScanJet 4C Flatbed Color Scanner

$899 "Setting The Standard"

- 600dpi Color/Grayscale
- Up to 2400dpi Scans
- 30 bit Color/Greyscale
- Corel Photo Paint for Windows
- Adobe PhotoShop for Mac
- Visioneer Paper Port Software

ARTEC

View Station True Color Flatbed Color Scanner

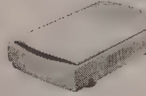
$325 "Setting The Standard"

- Model A600C
- SCSI-2 for Mac or PC
- 2400x2400dpi
- 8.5" x 14" Scanning Area
- 16.8 Million Colors
- 256 Levels of Grey

A600C Plus Single Pas Color Scanner....	$429

UMAX

2400 dpi UC1260 Flatbed Color Scanner



$766 "Setting The Standard"

- Model PCLE2
- SCSI-2 for Mac or PC
- 2400x2400dpi
- 8.5" x 14" Scanning Area
- 16.8 Million Colors
- 256 Levels of Grey

RELISYS

2400 dpi Scorpio Flatbed Color Scanner

- SCSI-2 for Mac or PC
- 2400x2400dpi
- Single Pass Scanning
- 8.5" x 14" Scanning Area
- 16.8 Million Colors
- 256 Levels of Grey

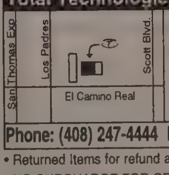
$379 "Setting The Standard"

9600 dpi Taurus Flatbed Color Scanner

- SCSI-2 for Mac or PC
- 9600x9600dpi
- Single Pass Scanning
- 8.5" x 14" Scanning Area
- 16.8 Million Colors
- 256 Levels of Grey

$349 "Setting The Standard"

Total Technologies - Santa Clara



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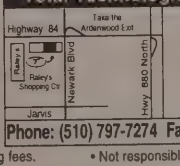

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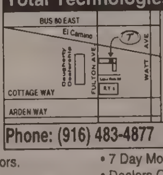

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- 1 Touch Dialing
- Retractable Antenna
- 95 Min. Talk Time
- Permanent Signal Strength/ Battery Indicator
- Programable Keypad

Panasonic

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FREE*

EB-SA10 ACCESSORY VALUE KIT
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- Carry Case

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- Any Key Answer • Super Speed Dial
- Emergency Call Overide • Scratch PAD
- Flash Request • 11 Memory Locals
- Signal Strength Indicator • Lock Mode
- Battery Strength Indicator • Adjustable Ring

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- Digital Answering Machine Option
- Headset Option • 9 Ringer Modes
- 60 Minutes of Talk Time
- Turbo Dial
- 2 Phone Number Capability
- Security System

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- One Touch Dialing
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- Permanent Signal Strength/ Battery Indicator
- Programable Keypad

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Si-200 28.8 V.34 Simple Internet Ext. for Mac	$178
S-300 28.8 V.34 Standard Int for PC	$174
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Hayes

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Accura V.34 FAST 28.8/14.4 for PC	$179/$192
Optima V.34 w/Voice 28.8/14.4 for PC	$389/$415
Optima V.32 PCMCIA14.4/14.4 Card PC	$199
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M-279 VI Voice Mail 28.8/14.4 Ext. for PC	$259
M-275 V.34 28.8 Int. for PC	$185
M-276 V.34 28.8 Ext. for PC	$198
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M-255 PCMCIA 28.8/14.4 Card PC	$335
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PCMCIA Fax/Modem 14.4/14.4 Card PC	$165
MC144MT MAC 14.4/14.4 EXT Macintosh	$299

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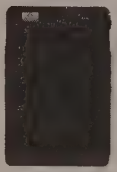

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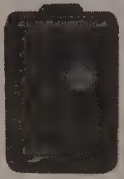
- 16 Message Slots
- Silent Vibrations
- Time of Day
- Message Time Stamping
- Backlit Display

MOTOROLA RENEGADE



$49*
"Setting The Standard"

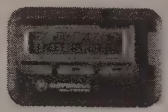
- 10 Message Slots
- Musical Alert
- Silent Vibrations
- Single Button Operation
- Backlit Display

MOTOLOLA GOLDLINE NUMERIC PAGER

$139*
"Setting The Standard"

- 8 Numeric Message Slots • Silent Vibrations
- Musical Alert • Saves Messages when Off
- Time of Day

MOTOROLA MEMO EXPRESS



$114*
"Setting The Standard"

- 15 Message Slots • Continuous Line Display
- Message Time Stamping • Silent Vibrations
- 5 Selectable Alerts

uniden
UNIDEN XLT

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- 30 Message Slots
- Message Tagging
- Alarm Setting
- Urgent Message Reminder
- Time of Day

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MOTOROLA

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- Wireless Messages to Fax Machines U.S.
- Manage Business Contacts
- DailyCalendar
- Calculator
- Access World Time Clocks

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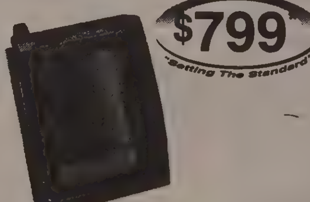

- 1 MB RAM • 5 MB ROM • PCMCIA Technology
- Serial Port (Local Talk) • Infrared Transceiver
- Two-way Wireless Modem • 320 x 240 LCD Display • 85 dpi

MOTOROLA

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WIRELESS COMMUNICATOR

Send and Recieve Wireless Messages
- Faxing • Contact Management • Daily Calendar •
World Time Clock • Calculator • Time Managment

$899*
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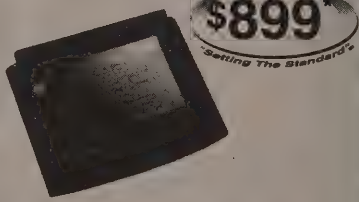

- 1 MB DRAM • 4 MB ROM • PCMCIA Technology • Modem Port • 9600 bps Fax • 2400 bps V.22 Data Modem • Infrared Transceiver • 3"x4.5" LCD Display 105 dpi • Stylus Touch Senative LCD Screen • Rechargable Batteries

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NETWORKING

NOVELL.

NETWARE 3.12 White Box

5/10 User	Call/Call
25/50 User	Call/Call
100/250 User	Call/Call

NETWARE 4.1 White Box

5/10 User	Call/Call
25/50 User	Call/Call
100/250 User	Call/Call

NETWARE 3.12 Red Box

5/10 User	Call/Call
25/50 User	Call/Call
100/250 User	Call/Call

NETWARE 4.1 White Box

5/10 User	Call/Call
25/50 User	Call/Call
100/250 User	Call/Call

MOTHERBOARDS

intel.

ATLANTIS PCI/E-IDE PENTIUM 75-166

•TRITON Chipset • Integrated ATI Mach 64 1MB (upgradable to 2MB) Video Chip • Built-in 16-bit Stereo Sound • Upgradable to Wave Table Effects • Supports EDO & Pipeline Burst Cache • AMI Flash BIOS • Four 72 pin SIMM Slots • E-IDE Controller Supports 4 HD, 1 Parallel, 2 High Speed Serial, and 2 Floppy • 4 PCI slots • 3 ISA Slots • w/o Cache $318

ENDEAVOR PCI/E-IDE PENTIUM 75-133

•TRITON Chipset • Built-in 16-bit Stereo Sound • Upgradable to Wave Table Effects • Supports EDO & Pipeline Burst Cache • AMI Flash BIOS • Four 72 pin SIMM Slots • E-IDE Controller Supports 4 HD, 1 Parallel, 2 High Speed Serial, and 2 Floppy • 3 PCI slots • 2 ISA Slots • 1 Combo • w/o Cache $271

TYAN

TITAN III PCI/ISA S1468 PENTIUM 75-166

•TRITON Chipset • Supports Pipeline Burst Cache • Upgradable to 512K • Award Flash BIOS • Six 72 pin SIMM Slots • IDE Controller Supports 4 HD, 1 Parallel, 2 Serial, and 2 Floppy • 4 PCI slots • 5 ISA Slots • w/o Cache $142

TEMPEST II PCI/EISA S1462 PENTIUM 75-166

• NEPTUNE Chipset • Supports Pipeline Burst Cache • Up to to 512 On-Board • Award Flash BIOS • Eight 72 pin SIMM Slots • IDE Controller Supports 4 HD, 1 Parallel, 2 Serial, and 2 Floppy • 4 PCI slots • 5 EISA Slots • 1 Shared Slot • w/o Cache $625

NexGen

P90 NexGen Processor PCI/ISA

- Motherboard, CPU, Heatsink, Cooling Fan, 256K Level 2 Cache, & Cables
- Fast Bus Master IDE Controller • 3 PCI / 4 ISA Slots • Flash BIOS w/ Full Plug & PLay Support
- RISC86™ microarchitecture • Fastest Windows 95 Processor $249

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- Motherboard, CPU, Heatsink, Cooling Fan, 256K Level 2 Cache, & Cables
- Fast Bus Master IDE Controller • 3 PCI / 4 ISA Slots • Flash BIOS w/ Full Plug & PLay Support
- RISC86™ microarchitecture • Fastest Windows 95 Processor $349

ASUS

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intel.	Intel 486 DX2/66	Call
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	Intel Pentium 60	Call
	Intel Pentium 66	Call
	Intel Pentium 75	Call
	Intel Pentium 90	Call
	Intel Pentium 100	Call
	Intel Pentium 120	Call
	Intel Pentium 133	Call
AMD	AMD 486 DX2/50	Call
	AMD 486 DX2/66	Call
	AMD 486 DX2/80	Call
	AMD 486 DX4/100	Call
	AMD 486 DX4/120	Call
Cyrix	Cyrix 486 DX2/66	Call
	Cyrix 486 DX2/80	Call
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We Carry All Types of SIMM Modules, Mac Memory , and Cache for your Computer. Call Us for the Very Latest Prices on Memory

Do you own 30 pin memory that you can't use? Don't throw it away! Now you can use your 30 pin memory on your 72 pin motherboard.

$19.95

30 to 72 pin SIMM Converters not only allow you to use 30 pin SIMMS on your 72 pin Motherboard, but they are also compatable if you are currently running 72 pin memory.

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MS 2.0 Ergonomic Mouse	$29
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MS Home Mouse	$19.95

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- High Quality Shielded FCC,UL Approved
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5.25" Double Full Ht for(2)FH Devices(4Bay)	$219
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Centronics 50 to Centronics 50 3ft/6ft	$7/$13
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Centronics 50 to 68 pin fast wide3ft/6ft	$49/$55
DB 50 to 50 pin SCSI-2 3ft	$45
DB 50 to DB 50 3ft	$39.99
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60 pin Wide to Wide 3ft/6ft	$59/$64

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68 pin SCSI Fast Wide 5Connector 4Device	$49
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Wide 68 pin Active Terminator	$39
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	Ea./5Pak
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Sony/HP120 Meter(DDS-2)	$29/$139
4mm Cleaning Cartridge	$20/$95

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	Ea./5Pak
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Exabyte/Sony160 Meter XL up to 7GB	$29/$140

Mini Data Carts

	1/5Pk
Sony QIC-WIDE QW5122Fup to420MB	$20/$95
Sony QIC-WIDE QW3010XLFup to 850MB	$26/$125
Sony QIC-WIDE QW3080XLFup to 4GB	$33/$160
3M DC2750/MC3000 (750MB)	$28/$135
EXABYTE DC2750/MC3000 (750MB)	$30/$145
EXABYTE MC3000XL (1GB)	$39/$190
3M MC3000XL (1GB)	$35/$168
3M MC3000XL Formatted	$40/$190
Sony QD2120 QIC80 up to250MB	$22/$105
Sony QD2120 unformatted up to 250MB	$19/$90
3M DC2120 Ximat up 250MB	$17/$79
3M DC2120XL Ximat up 350MB	$25/$120
Maxell DC2120 unformatted tapes	$15/$69
Maxell DC2120 QIC 80 formatted	$18/$85
Maxell 2120 Cleaning Kit	$22/$100
GIGATEK DC2120 QIC80 up to 250MB	$15/$69
GIGATEK DC2120XL up to 350MB	$22/$104

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OMD1200HS Pinnacle 1.2G 512b Hi Speed (Universal)	$119
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540MB 63min Compact Disc Other	$12.50/60
650MB 74min Compact Disc Kodak	$16.99/$80
650MB 74min Compact Disc Sony	$15.99/$75
650MB 74min Compact Disc Other	$13.99/$68
RCD-74 74min Compact Disc Pinnacle	$19/$90

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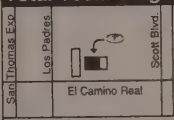

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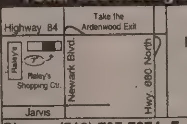

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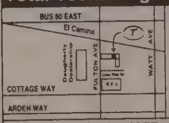

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- Returned Items for refund are subject to 12% restocking fees.
- NO SURCHARGE FOR CREDIT CARDS
- Memory Simms, CPUs, Tapes and Items that include Software are not refundable.
- Not responsible for typos or technical errors.
- All returns must be in original Packing and Condition.
- All logos are the property of their respective companies.
- 7 Day Money Back Guarantee.
- Dealers Qty. Pricing is Available.
- Certain items may require special ordering.
- Price & Availability are subject to change.

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Web Page Listings

COMPUTER PRODUCTS & SERVICES

Action Systems, Inc. *http://www.actioninc.com/* Action System offers LAN, WAN, System and Internet integration as well as consulting. [Exp. #150.]

Adaptec *http://www.adaptec.com/* Information on Adaptec IOware product solutions and technologies, service, and support. Career opportunities also featured. [Exp. #150.]

Bits & Bytes Development *http://www.vc.net/bbd/* Custom DOS/Windows software development, consulting, and Web design. [Exp. #151.]

CD Movies Plus MPEG *http://www.cdmovies.com/* Browse our worldwide Video CD/MPEG catalog: movies, music videos, kids, sports, and adult. Also the latest and greatest in entertainment technology. [Exp. #151.]

CD-Media *http://www.cdmedia.com/* Free advertising: first 100 businesses in different professions in our April publication on the Internet and 3.5" disk. [Exp. #151.]

ColorExpert, Inc. *http://www.colorexpert.com/* This new site for ColorExpert, a CD-ROM publisher, seeks to share information that creators and producers need for success in digital publishing. [Exp. #149.]

CompuAll Internet Services *http://www.compuall.com/* Internet services, accounting systems, hardware services, network services. [Exp. #149.]

Computer Literacy Bookshops, Inc. *http://www.clbooks.com/* Bookstore specializing in computer books since 1983; mainstream to hard-to-find. Thousands of original, objective book reviews in online database. [Exp. #149.]

Computer Online Shopper *http://www.lainet.com/rnr/cd/cd1.htm* The ultimate guide to LA area computer shops. Check here for best prices, locations, products, etc. [Exp. #151.]

connect.amp.com *http://connect.amp.com/* connect.amp.com is a customer-driven, multi-lingual electronic catalog of AMP products. [Exp. #150.]

David Wong Consulting *http://www.crl.com/~dwong/* This is an experimental Web consulting service. My goal is to pinpoint difficulties users have with computers. [Exp. #150.]

DijiDezign *http://www.dijidezign.com/* Portfolio and information on DijiDezign and its services: Digital Illustration, writing, photography, art direction, web page design, and graphics services. [Exp. #150.]

Distributed Processing Technology *http://www.dpt.com/* Supplier of high performance SCSI and RAID solutions. The Web site offers extensive information on the company, DPT principals, and its products. [Exp. #150.]

EIO: Electronics Information Online *http://www.eio.com/* A super surplus store. We buy and sell excess, discontinued, new, and used electronics components and computers. [Exp. #151.]

Free Art Website *http://www.mccannas.com/* Stop by and download some free icons, texture, and type. Browse through Photoshop and Corel tips, too! [Exp. #149.]

Global Computer Express *http://net.discnt.com/global/* Wholesale to the public. Systems, multimedia kits, SIMMs, CPUs, and more. Check out "Meet the wacky staff" page. [Exp. #150.]

Great Fax Cover Sheet Co. *http://www.greatfax.com/greatfax/* Free shareware of Fax-a-Laugh for Windows and other unique products. [Exp. #149.]

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Netscape: THE VIDEO PROJECT
THE VIDEO PROJECT
Media for a Safe & Sustainable World
MARCH 1996 ON-LINE FEATURE OF THE MONTH!
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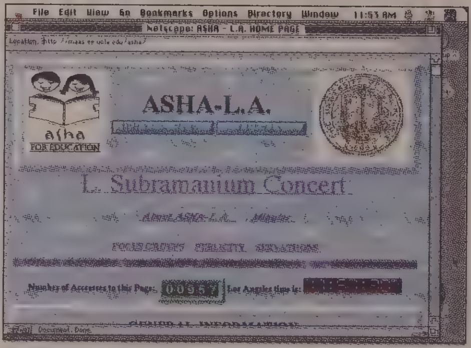
The Video Project is your non-profit source for over 250 top-rated, affordable videos and multimedia programs for all age levels on the environment, hands-on science, nuclear issues, global human rights, and related concerns, including Oscar and Emmy award-winners. Programs focusing on causes and solutions to violence in America have also recently been added.

http:// www.videoproject.org/videoproject/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ASHA-L.A.
L. Subramaniam Concert
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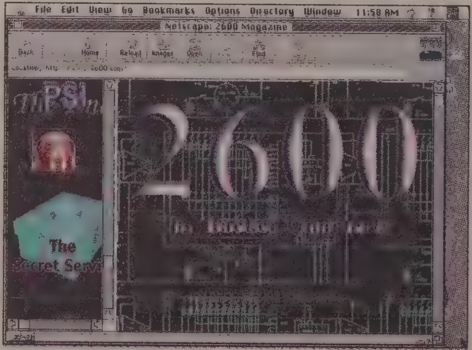
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2600
The Secret Serv

http://www.2600.com/

WE'VE REVAMPED THIS SECTION with new and improved categories to better reflect the wide variety of Web page listings that keep pouring in. Here are the categories in order: Computer Products & Services, Web/Internet Services, Services & Products For Sale, Financial/Real Estate Services, Legal Services, Employment/Education, Organizations/Publications, Odds & Ends, Personal Home Pages, Arts, Entertainment/Leisure, Adult Entertainment.

GreatLeap Systems *http://www.california.com/~glcdrom/glcdrom.thm* CD-ROM publisher and distributor. Multimedia producer. Also design business presentations and Web pages for customers. [Exp. #151.]

JDR Microdevides *http://www.jdr.com/* Net surfers can order catalogs, review products, place orders, and more. [Exp. #151.]

Leapfrog Lab *http://www.leapfroglab.com/* Leapfrog Labs' online catalog offers high quality products from Everex and other vendors at guaranteed low prices. [Exp. #150.]

Mac Intelligent *http://www.firstedition.com/~firstedition/* Mac-based computer systems consultants, international sales and service, multimedia presentations, and trade show exhibits. [Exp. #150.]

Magic Link Corp. *http://www.kaiwan.com/~magic/* Introducing Magic Switch for sharing a printer, files between two PCs, and Autoswitch for sharing two different printers. [Exp. #151.]

Make Your Own Screen Saver *http://www.earthlink.net/~pcs* Make screen saver from your favorite pictures or Bitmap files. Download shareware for free. [Exp. #149.]

Mind Logic *http://www.best.com/~jdulaney/* Multi-standard video VCRs, TVs, camcorders, converters, and accessories. View or convert your tapes. [Exp. #151.]

@MultiMedia *http://atmm.com/* Your source for the latest and best CD-ROM titles. Will match any competitor's advertised price. [Exp. #151.]

Multimedia Reality, Inc. *http://listinglink.com/mmhome.htm* [Exp. #149.]

Murtaugh Represents *http://www.murtaugh.com/* Innovations in CAD/CAM software. [Exp. #151.]

NexGen *http://www.nexgen.com/* Learn about the NX586, today's fastest Windows 95 processor. [Exp. #150.]

Novell's Small Business Web *http://netware.novell.com/smallbiz/* [Exp. #151.]

Ocean Information Systems, Inc. *http://www.ocean-usa.com/ocean/* The leading manufacturer of server and PC systems, motherboards, 8X CD-ROM drives, cases, and power supplies. [Exp. #150.]

Pangaea World Orchestra *http://www.creative.net/~duane/* Open a file, hear an orchestra. Free sounds in PC, Macintosh, and Sun formats. [Exp. #151.]

PCS4LESS *http://www.pcs4less.com/* This new mailorder company offers you PC software at low, low prices. Let us show you how you can get these bargains. [Exp. #150.]

Semaphore Corp. *http://www.semaphorecorp.com/* An interactive Web site and database for browsing any address in the United States. [Exp. #149.]

Simplified Computer Systems & Training *http://www.simcom.com/simcom/* Based in Upland, CA. We provide cost effective computer systems, efficient service, and quality training. [Exp. #151.]

Software Outlet *http://www.softwareoutlet.com/* A mail order company specializing in low-cost software. Call 1-800-230-SOFT for a free catalog. [Exp. #151.]

Supercom *http://www.t1net.com/Supercom/* Product information to be available soon. Look for weekly special. Listing of latest drivers for immediate downloading. [Exp. #150.]

Synergy Productions *http://www.synprod.com/* The best in Web design, 3-D animation, trade show presentations, demo disk, and CD-ROM productions. [Exp. #149.]

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Online Guide

Web Page Listings *continued...*

Systematic Solutions, Inc. *http://www.systematicsol.com/* Selling integrated software for wholesale-distributors and service companies. (Touchstone 2000, Solomon, and Great Plains) [Exp. #150.]

TLC—Tech Logic Computers *http://www.theprobe.com/sub_pag/techlogi.html* Providing support, service, and sales (hardware and software). Excellent memory and CPU prices! [Exp. #151.]

Touch Voice Corp. *http://www.deltanet.com/touchvoice/* A computer telephony company offering computer-based businesses telephone systems, multi-line voice mail, fax-on-demand, and interactive voice-response products. [Exp. #150.]

Universal CD-ROM *http://www.bigmall.com/* We sell multimedia CD-ROMs and develop home pages. [Exp. #149.]

Wishing Well Sysops' Corner *http://www.geocities.com/siliconvalley/1838/* Many links to door sites and support sites for most BBS types. HTML Resources and more. [Exp. #151.]

WEB/INTERNET SERVICES

A2ZBIZ Com *http://www.a2zbiz.com/~robyn/index.html* Complete Web advertising, designing, and promoting. Full Internet access anytime ($19.95/month). [Exp. #151.]

Advin Systems Computer Consulting *http://www.multiscope.com/advin/* Conventional and Internet programming. We offer Web site design, implementation, maintenance, and training. [Exp. #151.]

Beach.Net *http://www.beachnet.com/* Provides full net connectivity from dialup to 56K to T1 leased lines as well as a full range of Web services. [Exp. #150.]

ComCity *http://www.comcity.com/* Comcity provides content design, Web page hosting, CGI programming, and intranet consulting for small businesses. [Exp. #151.]

CTWebOpp *http://www.webcom.com/webopp:* A variety of Web services, including how to get online quickly, easily, cheaply, and profitably. [Exp. #150.]

Diversified Net *http://www.drn.com/* Want a hot Web site or need remodeling? For best results call Diversified Net, (310)458-1927. [Exp. #150.]

emf.net Frame Relay Packages *http://www.emf.net/emf/frame_relay.html* emf.net offers reliable and dedicated Frame Relay Internet connections. Packages include preconfigured hardware. [Exp. #151.]

ExecuStaff Composition Services *http://www.execustaff.com/execustaff/* Affordable Internet Consultants. Services range from Web development to innovative marketing strategies. [Exp. #151.]

Gamelan *http://www.gamelan.com/* The largest directory and registry of Java programs and resources on the Internet. [Exp. #151.]

Glyphix Studio *http://www.glyphix.com/* A strategic design firm specializing in Web page design. [Exp. #151.]

Kaiwan Internet *http://www.kaiwan.com/* Full Internet service: email, Web access, home page setup, leased line, frame relay, LAN connection for individual and businesses. [Exp. #149.]

Kinetic Cybersystems *http://kcyb.com/* Full range Internet and WWW Provider. Cost effective personal and corporate accounts available. [Exp. #151.]

KTB Internet Online *http://www.ktb.net/* Affordable Internet services, Web site, Web page design. Server co-locations and dial-up services. [Exp. #150.]

Labyrinth Online *http://www.labyrin.com/* Setup, service, and host Web sites. Competitive rates. Full service page design and development. [Exp. #151.]

LOL Media *http://Lolweb.com/* Full-service Web presence provider: Web design and hosting; programming (JAVA/CGI/More). Free Internet access and home set-up! [Exp. #149.]

Mommadillo's Home Page *http://www.home.earthlink.net/~mommadillo/* Specialists in telecommunications including BBS and Web pages. BBS number is (310)432-2423. [Exp. #149.]

Novak International *http://www.novakint.com/sites* Provides low-cost, basic home page and your own location on the Web. [Exp. #150.]

P-Net *http://www.pnet.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp. #150.]

Ro Productions *http://lyb.com/ro-productions* Professional quality A to Z web development. Very reasonable prices. [Exp. #150.]

Secured Services *http://www.ina.com/* Implementation of Secured Virtual Ordering Netscape Servers; complete TCP/IP storefronts via Cybercash Secured Payment System. [Exp. #149.]

SRMC Spider Web *http://www.srmc.com/* A premiere Internet Service Provider to businesses throughout Northern California. [Exp. #150.]

Talan, Inc. *http://www.talan.com/* Talan creates educational software for college level students. Also provides Internet consulting and design. [Exp. #151.]

Tapken Internet Services *http://www.tapthenet.com/* Provides business advertisement on the Web with local and national television exposure. No per hit charges. [Exp. #151.]

Technique Development *http://emporium.turnpike.net/A/atLA/techdev/* L.A.-based custom database and software development, Web site design, training, and consulting [Exp. #151.]

Tenth Muse Interactive *http://www.tenthmuse.com/* Complete professional web site design and hosting for medium to large businesses. [Exp. #150.]

Trailnet *http://www.adpages.com/510ebay1/trailnet.htm* Email/ address book, home page design, online trail walks. [Exp. #150.]

VISCom *http://users.aol.com/mtbarber/viscom.htm* Web pages, consulting, forms programming, and hosting—we do it all. [Exp. #149.]

Web Diner, Inc *http://www.webdiner.com/* A professional Web site design team. We also run a forum on America Online (keyword: diner). [Exp. #149.]

World Wide Business Center *http://www.egraphics.com/egraphics/* Web pages starting as low as $95 a home page. [Exp. #150.]

SERVICES & PRODUCTS FOR SALE

123Link *http://www.123link.com/* Get a free listing in the first and largest global products and services directory. [Exp. #150.]

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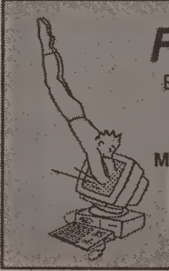

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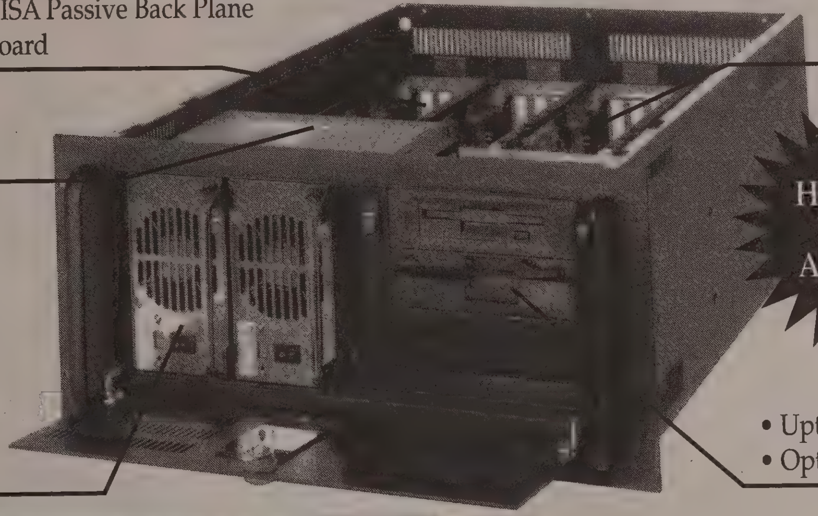

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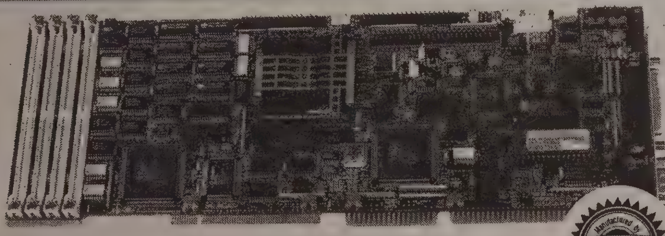

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- Support EDO DRAM & Burst Cache
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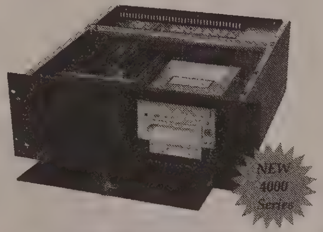

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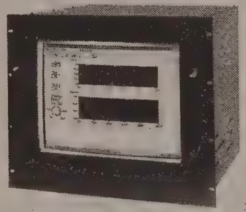

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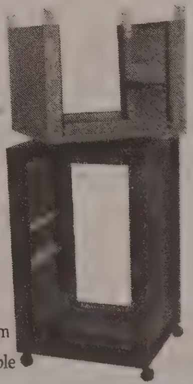

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Web Page Listings

continued from page 121

Ad Song *http://soho.ios.com/~wriite/adsng.html* Product-placement into yet-unwritten songs making them paid commercials. [Exp. #151.]

Aerospace Contractor and Subcontractor Registry. *http://www.emeregistry. com/* Registry to promote consultants, subcontractors, and recent graduates to the aerospace industry. [Exp. #151.]

Another World Comics & Books *http://www.liberty.com/home/anotherworld.index.html* Shop online. Comic books for all ages. Starter packages. Old, new, collector's items. [Exp. #149.]

April's Cell Tech Page *http://www.calypso.com/april* A great location to visit to learn more about health and wealth opportunities with Super Blue Green Algae. [Exp. #149.]

ATK Engines *http://www.atk-engines.com/atk/* Factory remanufactured engines for American, Japanese, and European cars and trucks. Free delivery in the USA. [Exp. #151.]

Auto-Net *http://we.got.net/autonet/* We are a full-color WWW forum for buying and selling used vehicles in Northern California and beyond. Classic and exotic car section. [Exp. #149.]

Auto/Brokernet Online *http://www.autobroker.net/* Buy or sell classic, exotic, and race vehicles. Free limited access. [Exp. #150.]

Automotive Concourse *http://www.asrinc.com/autoconcours/* Automotive classified specializing in full page photo ads. Includes dealers, services, parts, wanted, clubs, and events. [Exp. #150.]

Berger Metal Fabrication *http://www.bmf.com* From design through final product assembly. High quality precision sheet metal fabricator and turn-key assembler. [Exp. #150.]

Borel Enterprises *http://www.borelent.com/borelent/* Stun guns, pepper sprays, free crime prevention reports online, monthly specials, and more. [Exp. #151.]

Broadcast Exchange, Inc. *http://www.broadcastexchange.com/* Online marketplace for new and pre-owned broadcast video equipment. Authorized Sony Professional reseller. [Exp. #150.]

Card Mall *http://www.cardmall.com/* Combination of a marketplace and information center for collectibles. [Exp. #151.]

CDWorld *http://cdworld.com/* World's largest discount music video and CD store with over 100,000 titles. [Exp. #150.]

The Chevy Spot *http://www.gm.com/* Browse a broad array of Chevy and Geo information including product lines, features, content, and prices. [Exp. #151.]

Corporate Creations *http://www.corpcreations.com/cc/* Provides incorporation and trademark registration services for entrepreneures, attorneys, and accounts in the US and offshore. [Exp. #150.]

Decibel Instruments, Inc. *http://www.decibel.com /* Developer and manufacturer of ultra quiet PCs for improved acoustic measurements and for eliminating noise fatigue caused by daily exposure to noisy PCs. [Exp. #149.]

Electronic Safari: The Virtual Store *http://www.best.com/~mrtony/* Specializing in high quality audio/video consumer electronics products for the home, office or car. [Exp. #151.]

EPK—Emergency Product Kits & Services *http://www.epks.com/* Kits and services for earthquakes, storms, and disasters for personal and business uses. Free brochure. [Exp. #151.]

FeNiX *http://linex.com/~fenix/* FeNiX business communications: promotes clients' goods and services in all media, from print to video to Web sites. [Exp. #149.]

Good News Travels Fast *http://ultimate.org/87/* Co-Op advertising starts at $3 per month. Put your home business on the Web. [Exp. #150.]

Grant Tracker *http://www.rahul.net/kendric/* Keep the budgets of your grants under control with Grant Tracker. [Exp. #150.]

Handmade African Fashion *http://ally.ios.com/~ nogomo19/* Authentic Ashanti Kente cloth stoles and fashion accessories. [Exp. #150.]

Health Goldmine *http://ultimate.org/87a/* News in Health Supplements from Life Plus. [Exp. #150.]

HotSpot for Birds *http://www.multiscope.com/hotspot/* We carry poroducts and information relating to the care and enjoyment of birds. [Exp. #151.]

Info-Source 1 *http://infosource1.com/* When you need to uncover pertinent information about a person or business, Info-Source 1 has the solution. [Exp. #149.]

The Jazen Group Professional Mediators *http://www.jazengroup.com/* Workplace, commercial, and private disputes settled confidentially online by professionals using non-litigation alternatives. [Exp. #151.]

KAAM Clearance Connection *http://www.kamconnect.com/* Your wholesale shopping connection. Join our mail list for hot buys. Fund raising program available. [Exp. #149.]

KidSource Online *http://www.kidsource.com/* Parent's and educator's resource for children's healthcare, education, recreation, and product info. [Exp. #151.]

Mail Order Techniques *http://www.mpowers.com/* Making money with classified ads. Winning Techniques by famous mailorder expert Melvin Powers. [Exp. #151.]

Med X Change *http://www.gate.net/~medxxx/* Offers medical equipment by hundreds of medical equipment dealers. Look for our hot links in the Hospital Web, Hospital NET, and the Victoria Web. [Exp. #149.]

Posie Peddler Florist *http://home.earthlink.net/!samson/posie.htm* Beautiful quality flowers, decorative custom gift baskets. Also wedding and funeral arrangements. [Exp. #151.]

Products & Services for Seniors *http://members.aol.com/pandce/main/pcmain.htm* Products and services for senior citizens. Free anti-crime report. [Exp. #151.]

Ritz Vegetarian Resturant *http://www.infolane.com/ritz/* The largest vegetarian resturant in N. California providing Dim-Sum, Buffet, and Chinese Cuisine. [Exp. #151.]

Round Table Pizza *http://round-table.com/* Order your favorite specialities online, for pick-up, deliver, dine-in, or just to browse through sandwich and salad menu. [Exp. #151.]

Scanna International *http://www.scanna.com/* World-wide love and marriage from Europe and Russia. Sincere men and women seek friendship and marriage, since 1980. [Exp. #151.]

Shelter Systems *http://www.shelter-systems.com/* Portable Geodesic Dome Shelters and Instant Greenhouses. Up in thirty minutes. Many innovative designs. [Exp. #150.]

So Cal Classified *http://SoCalClassified.com/* Place ads for free. Offers many advanced features. [Exp. #149.]

Sunshine International *http://sunshine-girls.com/* Asian women desire romance, marriage. World's #1 correspondence service since 1984. Free photo-brochure. [Exp. #151.]

Tubz *http://www.opendoor.com/Tubz/TubzHmPage.html* The largest selection of jetted and non-jetted bathtubs on the West Coast. [Exp. #149.]

Western Electronics *http://www.westes.com/* Interested in Amateur Radio? We have what you need from call signs to an online swap meet. [Exp. #150.]

Wholesale Products *http://www.wholesaler.com/* Interesting products at wholesale prices. Most with low minimums. A must see for businesses. [Exp. #151.]

Zap Gotcha Knife Speed Holster *http://www.zapgotcha.com/* Knife Belt—world's fastest, opens instantly. Survival, weapons, hunting, camping, fishing, hiking, guns, sports, gifts. [Exp. #149.]

FINANCIAL/REAL ESTATE SERVICES

ACRENet *http://www.acrenet.com/* The American Contracts and Receivables Exchange, Inc. offers a premier location for small to mid-size businesses striving for growth in today's turbulent business community. [Exp. #151.]

All Monterey Real Estate *http://pages.prodigy.com/all-realestate/monterey.htm* Your gateway to all real estate for sale on and around California's Monterey Peninsula. [Exp. #151.]

Bay Area Real Estate *http://ourworld.compuserve.com/Homepages/Cesar_Teixeira* Bay Area Real Estate listing of properties arranged by cites. [Exp. #149.]

Chosen Properties *http://www.chosenproperties.com/* Located in Roseburg, OR. Covering real estate issue. [Exp. #150.]

Landmark Home Loans *http://www.4loans.com/* Loan brokerage service provides info on purchase and refinance loans and real estate terms. [Exp. #149.]

Money Talks *http://www.prnewswire.com/* A electronic magazine designed to help the individual investor. [Exp. #151.]

Prudential Insurance Company *http://www.prudential.com/* Designed to help visitors address a variety of personal financial needs, from determining their retirement and insurance needs to buying or selling a home to funding a college education. [Exp. #149.]

Stock Data Corp. *http://stockdata.inter.net/stockdata/* In conjunction with this new home page, Stock Data is also starting a service that will offer daily delivery of stock quotes via email. [Exp. #149.]

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We will help you understand and use the Internet and related technologies to accomplish your goals.
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ILC Seminars: Low-cost, high-quality Internet seminars for beginners, the curious, and active users.
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Diamond Stealth 64 Video 1MB DRAM
Sound Blaster™ 16 sound card
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6-bay Mid-tower case
250W power supply
101 enhanced keyboard
Microsoft® serial mouse
Windows® 95 pre-loaded
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Intel 166MHz Pentium® Processor
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256K pipeline burst cache
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Web Page Listings *continued...*

Inc. *http://www.troweprice.com/* Quick and easy access to a broad range of financial planning and investment information for both experienced and novice investors. [Exp. #151.]

LEGAL SERVICES

Attorneys Online *http://www.attyonline@attorneys-on-line.com/* Licensed attorneys answer your legal questions online within 72 hours. Fee is $15 per month. [Exp. #149.]

Auto Fraud-Lemon Law-Consumer Warranty Page *http://www.direct.com/~rbrennan/* Leading consumer law attorney answers FAQ's regarding lemonlaw, auto fraud, personal injury, etc. [Exp. #151.]

Divorce Services *http://www.webworldinc.com/divorce/HomePage.html* Legal services and free answers to legal questions about family law and divorce by a licensed California attorney. [Exp. #151.]

Internet Lawyer *http://www.internetlawyer.com/* The Internet Lawyer, a monthly newsletter focusing on the practical use of the Internet by the legal industry, features online legal research and a newsstand of law-related online newsletters. [Exp. #149.]

Richard J. Greenstone, Attorney at Law *http://www.rjg.com/rjg/* Copyright, trademark, licensing, business, and transactional law for the computer, entertainment, and publishing industries. [Exp. #151.]

EMPLOYMENT/ EDUCATION

Actors Online *http://www.actorsonline.com/* Well-designed, professional actor/actress directory for casting people to view information about career actors. [Exp. #150.]

Browning Academy BobCats *http://www.vpp.com/browning/index.html* Using "mentor relationships," The Browning Academy offers a nationally accredited individual program where students work at their own pace and maximize the learning process. [Exp. #149.]

International Employee Exchange *http://www.intlex.com/* NPO facilitating short-term work and cultural exchanges for employees of business, organizations, and government. [Exp. #150.]

Learning Tree International *http://www.learningtree.com/* Learning Tree International's guide to over 100 information technology courses. [Exp. #151.]

New Mexico RETA Fiestas *http://www.ghs.gmcs.k12.nm.us/reta.html* New Mesico Regional Educational Technology Riestas is co-sponsored by Los Alamos Labs and the New Mexico State Dept. of Education. [Exp. #151.]

RESULTS Recruiting *http://www.resultsr.com/* An employer-paid Search Firm with a focus on Electronic Design and Automation. [Exp. #151.]

Sources Pay and Benefits Surveys *http://users.aol.com/mding.survdesc.html* Information on available directory of 870 employee pay and benefits survey. Useful to employment counselors, business owners, and business managers. [Exp. #151.]

StudentCenter *http://www.StudentCenter.com/* A free online magazine and research tool for the post-graduate job search. [Exp. #150.]

System Partners' Contract Opportunities *http://www.syspart.com/* A listing of challenging contract consulting opportunities in the Bay Area and New England. [Exp. #149.]

Tech Search Jobsight *http://www.jobsight.com/* Jobsight features hundreds of searchable Bay Area jobs with the hottest companies, cool graphics, and an easy online application center. [Exp. #150.]

ORGANIZATIONS/ PUBLICATIONS

2600 Magazine *http://www.2600.com/* A publication put out by computer hackers since 1984. Web site features information about the US Secret Service, its offices, and practices. [Exp. #151.]

Adoption Help *http://www.adoptionhelp.org/nfediac/* Help for prospective adopting parents and birth parents from nation-wide, licensed adoption agency. [Exp. #151.]

American Yo-Yo Association *http://www.pd.net/yoyo/* Pages on upcoming events, results of past events, yo-yo tips, links, and linfo on the AYYA. [Exp. #151.]

Animation Nerd's Paradise *http://www.loop.com/~mhass703/* A place for grown-up fans of animation. An online animation magazine with news, reviews, articles, commentary, and an animation art gallery. [Exp. #151.]

Arachnoid Writers *http://www.vena.com/arachnoid/* Authors and writers assemble to become booksellers for their own works. [Exp. #149.]

Association For The Electrically And VDT Injured *http://www.isy.liu.se/~tegen/febost.html* Information for persons who suffer from environmental illness related to exposure of electromagnetic fields. [Exp. #150.]

Bay Area Association of Entrepreneurial Software Engineers *http://www.ipser.com/baaese/* An association of computer software professionals who share an active interest in computer software business ventures. [Exp. #150.]

Black Enterprise Magazine *http://www.blackenterprise.com/* Since 1970 Black Enterprise Magazine has been the premier business-service publication targeting African American entrepreneurs, corporate executives, professionals, and decision-makers. [Exp. #151.]

Business Reserach Publications *http://brp.com/* A leading information provider in the areas of telecommunications, multimedia, messaging, wireless technology, and electric utilities. [Exp. #151.]

CaliforniaNet Japan *http://www.meshnet.or.jp/CalNet/* A place to provide information about California and US to a Japanese audience—both in Japan and living in the US—using their native language. [Exp. #150.]

Candlelight Stories *http://users.aol.com/cimal/candlelight/candle.htm* Publishes original illustrated children's stories. Received the Family Channel's Seal of Quality in USA Today. [Exp. #151.]

Catholic Charities Web Pages *http://ccsj.org/* Enhancing the quality of life for all members of the community, especially the poor. [Exp. #149.]

The Coalition For Human Dignity Information Center *http://www.halcyon.com/burghart/chd.html* Dedicated to strengthening democracy and defending human rights and increasing the ability of communities to effectively respond to the threat of organized racism, anti-Semitism, homophobia, and sexism. [Exp. #150.]

Cocktail Magazine *http://www.cocktail.com/* Lively mix of destination reports and drink recipes commerates Spring in Cocktail Magazine. [Exp. #151.]

Community United Against Violence (CUAV) *http://www.xq.com/cuav/index.html* Nonprofit serving survivors of anti-gay/lesbian/bisexual/transgender hate motivated violence and same-sex domestic violence. Prevention and counseling. [Exp. #149.]

DKA Sexual Assault and Child Abuse Information *http://www.northcoast.com/~dka* Balanced information and opinions about physical, sexual abuse, child neglect, and sexual assault supported by research. [Exp. #150.]

FSLN Information Home Page *http://spin.com.mx/~hvelarde/Nicaragua/FSLN/* Fine information on the FSLN's events, the primaries, its Political Platform (when ready), historical documents, and the electoral process in 1966. [Exp. #151.]

Islam And Islamic Books *http://users.aol.com/hineaf/index.htm* The Islamic Center of Sacramento's WWW page offers information on Islam and Muslims. [Exp. #149.]

MacOutlaw *http://users.lanminds.com/~mstarno/* The slightly subversive cyber-journal of personal and intellectual freedom. [Exp. #151.]

National Center For Employee Ownership *http://www.nceo.org/* Information about employee stock ownership plans (ESOPs) and other forms of employee ownership. [Exp. #150.]

PRAXIS *http://caster.ssw.upenn.edu/~restes/praxis.html* PRAXIS consists of both original documents and pointers to resources related to social and economic development. [Exp. #150.]

The Probe *http://www.theprobe.com/* Business to business network publication. Great offers on products and services. [Exp. #151.]

San Jose Junior Chamber of Commerce *http://www.sjjcorg/index.html* A nonprofit, nonpartisan leadership training through community service organization for young adults between 21-39. [Exp. #151.]

San Jose—The Capital Of Silicon Valley *http://www.best.com/~mentorms/sanjose.html* A hierarchical index and directory to over 3060 Web sites about San Jose, California, Silicon Valley, and the San Francisco Bay Area. [Exp. #149.]

Sequoia High School Alumni Association Online *http://www.belmont.gov/orgs/alumni/* Alumni information for three SF Peninsula high schools: Sequoia, San Carlos, and Ravenswood. [Exp. #151.]

SMUG (Stanford/Palo Alto Macintosh User Group) *http://www.mediacity.com/smug/smug.html* Information on meeting times, location, and events. [Exp. #150.]

Sources *http://www.dso.com/sources/* Sources is an e-journal for the intelligence community—espionage, hacking, counterespionage, spys, international banking. [Exp. #150.]

Southeastern Information Depot *http://www.sid.net* A nonprofit corp. SID is a directory that provides links to over 3,500 Southeastern Web sites. [Exp. #150.]

Stanford/Palo Alto Users Group For PC *http://www.media.city.com/~spaug/* Information on meeting times, location, and events. [Exp. #150.]

Teen Help *http://www.vpp.com/teenhelp/* Teen Help has resources or can refer parents to resources such as: support groups, Parent and teen retreats, short-term crisis centers, treatment programs, and more. [Exp. #149.]

Telecommuting, Teleworking, And Alternative Officing *http://www.gilgordon.com* Global resource page presents latest trends, programs and research related to the flexible workplace. [Exp. #149.]

Tocqueville Connection *http://www.AdeTocqueville.com/* A Free, weekly online magazine. Indispensable reading for anyone interested in France and the new Europe it is helping to build. [Exp. #150.]

Vegan Action *http://www.vegan.org/* Nonprofit educational organization enhancing public awareness about the many benefits of a vegan lifestyle. Info, lists, health links, and more. [Exp. #149.]

WebCube.com *http://www.webcube.com/* Designed to provide independent publishers and small presses exposure for their work on the Internet at a very reasonable cost. It currently has over 350 publishers online. [Exp. #150.]

Windows OnLine *http://www.cris.com.wol/* Home of Windows Online (BBS), publisher of the WinOnLine Review, and WOLNET (ISP). [Exp. #151.]

ODDS & ENDS

Berkeley's People's Park *http://www.dnai.com/~hi_there/people's_park.html* An experiment in electronic democracy, this Web site lets you read about UC Berkeley plans for the Park and send email to City Council members. You can even submit a pledge to help buy People's Park from the University. [Exp. #149.]

Cichlid Research Home Page *http://garnet.berkeley.edu:2727* Information on the fish family Cichlidae, for both hobbyists and scientists. [Exp. #149.]

Cincinnati Zoo And Botanical Garden *http://www.cincyzoo.org* Provides teachers and students with information on conservation issues and lesson material designed to foster science education. [Exp. #150.]

Clinton Budget Proposal for 1997 *http://www.doc.*

continued on page 290

When You Need Responsive Delivery

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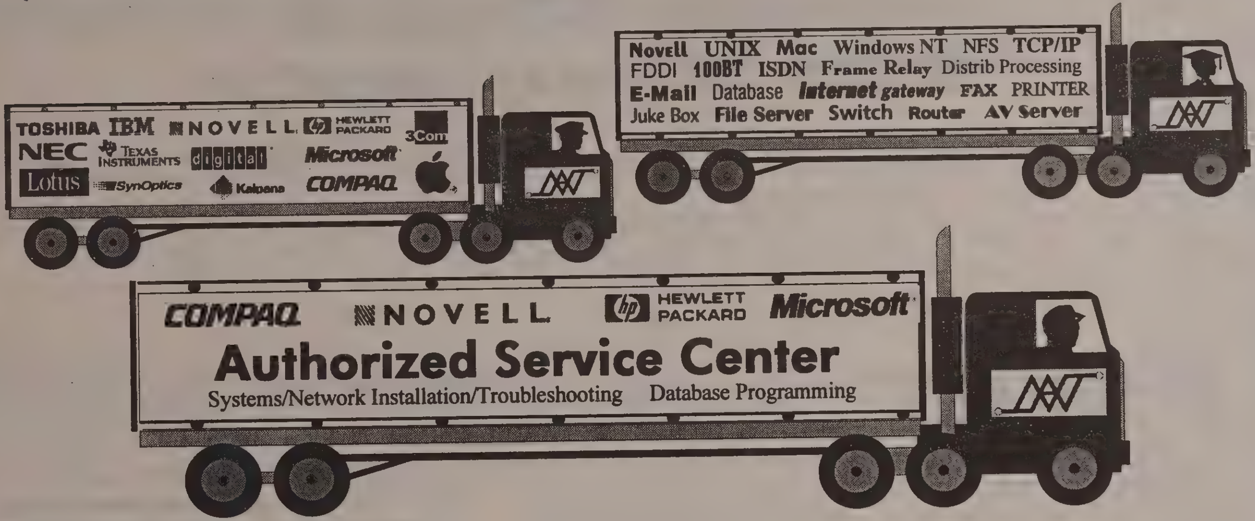
but not
finger pointing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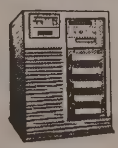

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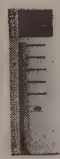
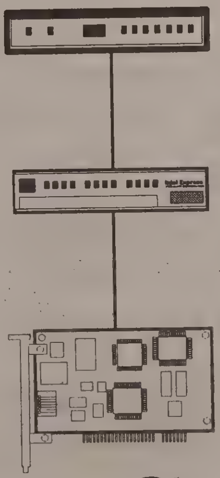


512K Cache
32M ECC RAM
32-Bit Fast-Wide SCSI
32-Bit 100BaseTX NIC
4G Fast-Wide HD
Compaq Insight Mgr
Optional
--Dual Processor
--Disk Array



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BY EDWIN RUTSCH AND CATHERINE BROXTON

Becoming A Web Developer

Opportunities Abound—If You Know The Rules And Have The Tools

It seems like everyone who works with computers today is starting an Internet-based business or hanging out a Web development shingle. You might be wondering, "Should I jump into the fray? What is Web development? Where are the opportunities? And what skills do I need to have?"

What Is Web Development And Where Are The Opportunities?

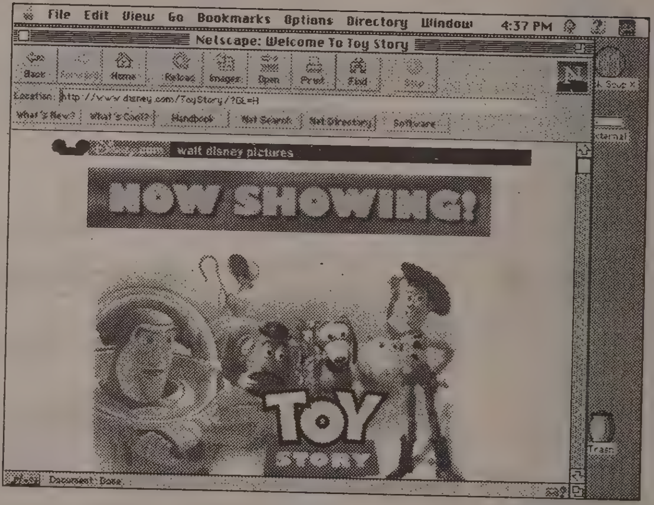
As the computer industry moves from a standalone desktop computing model to a network-centric model, Web development is expanding to take in all forms of computer development. The last fifteen years or so have been the era of the standalone desktop computer. The typical user had a desktop computer running its own software. But with the rise of the Internet and the World Wide Web, many software developers are moving quickly to integrate their software with the Web.

Microsoft, for example, has declared that all of its software will soon be Internet-ready. Macromedia's Shock-wave technology allows developers to make Macromedia Director files available over the Internet. Intuit has introduced online banking and online bill payment capabilities in the latest release of Quicken, the most popular personal financial management software product on the market. The list of companies announcing Internet-related products grows daily.

The other trend expanding Web development is the emergence of TCP/IP, the networking protocol of the Internet, as a standard in the computer industry. It is being incorporated into corporate and business local area networks, and it is replacing proprietary LAN network standards such as Novell (IPX), Apple (AppleTalk) and Microsoft (NetBEUI).

In discussing his insights on the future of the Web, Henri Poole, president of vivid studios, a high-end Web site development company, said, "1996 will see quite a bit of growth for internal Web sites." Web sites will be used not only as vehicles for functions like public marketing, but also, according to Poole, as a means of providing internal company manuals, customer service, sales materials, expense systems, etc.

> Macromedia's Shockwave technology is destined to have wide appeal for Web developers because like Java, it provides developers with the ability to put multimedia productions directly onto their Web pages.



It Is Getting Easier And Harder

Once you agree that there are plenty of opportunities for Web developers, the next question is "What do I need to learn?" In the "old days," HTML (hypertext markup language), the code that describes the content and general structure of a Web page, was the only tool a developer needed. While it is not difficult to learn, it can be tedious to use.

Today, tools like Adobe PageMill and Netscape Navigator Gold 2.0 can help eliminate the drudgery of HTML coding by allowing

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1MX9-70	$25
1MX9-80	$24
4MX9-70	$110
4MX9-80	$105
16X9-70	$375

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256KX8-80	$5
1MX8-70	$23
1MX8-80	$22
2MX8-70	$65
2MX8-80	$60
4MX8-7	$100
4MX8-8	$95
16X8-70	$350

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AST 1MB SIMM	$37
AST 4MB SIMM	$165

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512KX36-70 (2MB SIMM)	$55
1MX36-70 (4MB SIMM)	$89
2MX36-70 (8MB SIMM)	$179
4MX36-70 (16MB SIMM)	$369
8MX36-70 (32MB SIMM)	$699
256KX32-70 (1MB SIMM)	$26
512KX32-70 (2MB SIMM)	$45
1MX32-70 (4MB SIMM)	$79
2MX32-70 (8MB SIMM)	$159
4MX32-70 (16MB SIMM)	$329
8MX32-70 (32MB SIMM)	$599

EDO Memory

1MX32-70 (4MB SIMM) EDO	$99
2MX32-70 (8MB SIMM) EDO	$189
4MX32-70 (16MB SIMM) EDO	$379
8MX32-70 (32MB SIMM) EDO	$799

▶ Notebook Memory

APPLE	Apple Duo 230/250 20MB RAM.	$735
	Apple Powerbook 170 6MB	$295
IBM	IBM Thinkpad 755c 16MB	$545
	IBM Thinkpad 760c 16MB	$700
AST	AST Power Exec 4MB DIMM	$150
TOSHIBA	TOSHIBA T3400 8MB RAM	$305
	TOSHIBA 400CS 16MB RAM	$759

▶ CPU

Intel 486DX2-66	$69
Intel 486DX4-100	$89
Intel Pentium 120MHz	$299
Intel Pentium 133MHz	$369
Intel Pentium 150MHz	$499
Intel Pentium 166MHzx	$729

Workstation/Servers Memory

Acer
AcerAltos
AcerAcros
AcerPower

APPLE
Apple Performa
Apple Power Mac
Apple Mac

AST
AST Ascentia
AST Manhattan
AST Premium

AT&T
AT&T Globalyst
AT&T StarServer

COMPAQ
Compaq DeskPro
Compaq ProLiant
Compaq SystemPro

DELL
Dell Latitude
Dell Optiplex
Dell Dimension

EPSON
Epson Endeavor
Epson Equity
Epson ActionPC

HEWLETT PACKARD
HP Apollo
HP 9000
HP NetServer

IBM
IBM AMBRA
IBM Aptiva
IBM PS/2

NEC
NEC Express RISCserver
NEC PowerMate
NEC RISCstation

Sun
SUN SPARCcenter
SUN SPARCserver
SUN SPARCstation

Notebook Memory

Acer
AcerNote
Apple Powerbook
Apple Powerbook Duo

AST
AST Ascentia
AST Bravo NB
AST Premium Exec

AT&T
AT&T Globalyst
AT&T Safari

COMPAQ
Compaq Contura
Compaq Concerto
Compaq SLT

DELL
Dell Latitude

EPSON
Epson ActionNote

HEWLETT PACKARD
HP OmniBook 100LX
HP OmniBook 200LX
HP OmniBook 95LX

IBM
IBM AMBRA
IBM ThinkPad
IBM PS/2

NEC
NEC UltraLite
NEC ProSpeed
NEC Versa

Panasonic
Panasonic CF-1000
Panasonic CF-480c
Panasonic CFV-41

TEXAS INSTRUMENTS
TraveMate

TOSHIBA
Toshiba T4900 CT
Toshiba T3400
Toshiba T2100
Toshiba T5200

Printer Memory

APPLE
Apple LaserWriter

brother
Brother HL-6V
Brother HL-1260

COMPAQ
Compaq PageMarq

EPSON
Epson ActionLaser
Epson EPL

HEWLETT PACKARD
HP LaserJet5
HP LaserJet III

IBM
IBM WinWriter
IBM Optra

NEC
NEC SilentWriter

Panasonic
Panasonic LaserPartner
Panasonic KX-P5400

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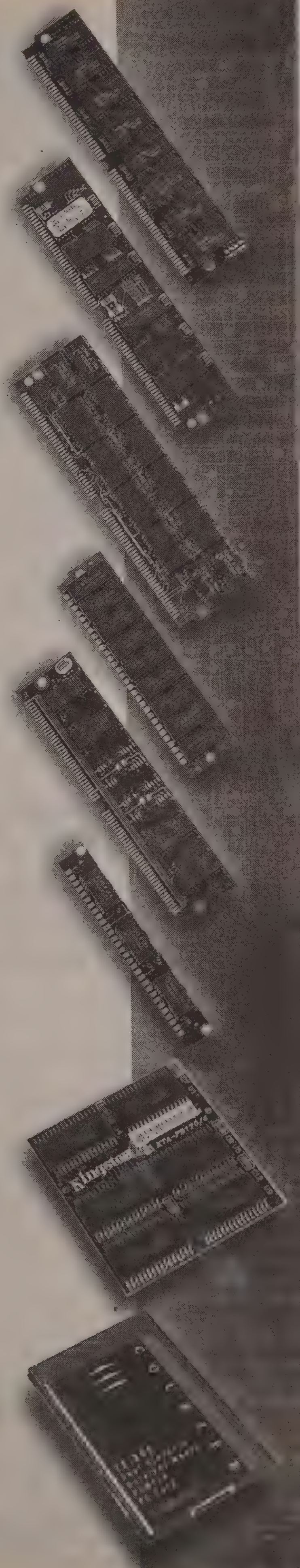

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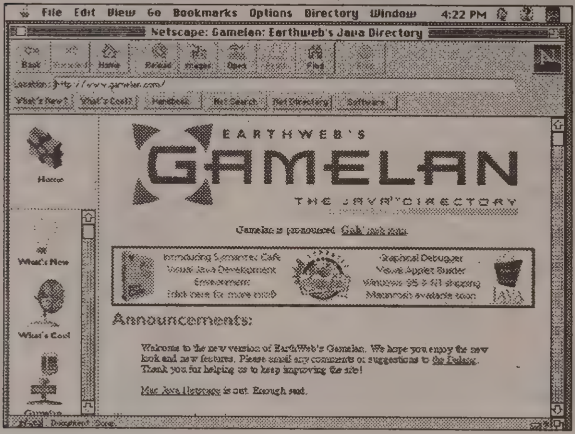
developers to create Web pages in a WYSIWYG (what you see is what you get) environment. Users can import, copy, paste, and drag elements much as they would in any other WYSIWYG page layout program.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PageMill was designed specifically for nontechnical users who want to create Web pages without having to learn HTML. Netscape Navigator Gold is marketed to users of all experience levels; it provides features similar to those of PageMill plus the ability to create complex HTML documents and to incorporate advanced Web design elements. Quarterdeck's WebAuthor offers similar capabilities, as will Microsoft's Internet Studio when it is released later this year.

While WYSIWYG editors are helping to simplify how we create Web pages, other tools are raising technical barriers. Among these are Sun Microsystems' Java, Macromedia's Shockwave technology, and VRML (virtual reality modeling language). Each will play a role in transforming the Web into a more dynamic, interactive, and intelligent environment.

Java

Widely hailed as a development that will revolutionize the Web, Sun Microsystems' Java enables developers to turn static Web pages into dynamic ones by incorporating applications, interactive media presentations, and 3-D games directly into the pages they create. Developers can embed platform-independent, executable programs called Java "applets" into their HTML specifications. The applets are downloaded to users' computers and can be viewed with Java-enhanced browsers.

Java technology provides Web developers with virtually limitless options for creating pages and applications that "come alive." Interesting examples of how developers have used Java applets include the WallStreetWeb site, which offers a Wall Street ticker with up-to-date stock tracking information, and Celebrity Painter, which allows viewers to paint portraits using parts of famous people's faces. You can also find a list of other developers' applets at Gamelan, a directory and registry of Java resources.

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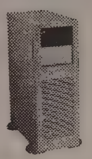

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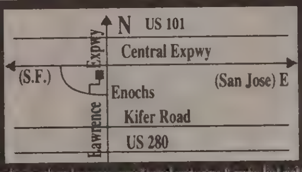

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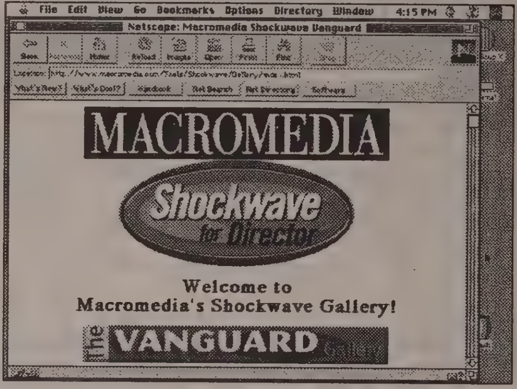
Web Developer *continued...*

tions. Help may be on the horizon, however. New user-friendly Java development tools for people of varying levels of programming expertise are beginning to come to market. For example, Natural Intelligence has recently released Roaster for Macintosh users, and SunSoft, a subsidiary of Sun Microsystems, is planning to deliver a similar product for Windows and NT users in the first half of 1996. While tools such as these will not eliminate the need for Java programming, they will aid less-sophisticated developers by providing development environments complete with GUI (graphic user interface) interfaces, extensive online help, and examples of Java applet source code.

Macromedia Shockwave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Macromedia's Shockwave technology is destined to have wide appeal for Web developers because, like Java, it provides developers with the ability to put multimedia productions—including interactive graphics, sound, and animation—directly onto their Web pages. Unlike Java, Shockwave technology does not require programming.

> Unlike Java, Shockwave technology does not require programming.

However, it does require a high level of expertise in the use of Macromedia Director, a multimedia authoring tool that enables users to combine film, graphics, and audio files to make multimedia productions. After a developer has created a Director file, he or she can prepare the file for use on the Web by simply dragging it to the Shockwave Afterburner, which compresses the file to a size no larger than that of a typical static graphic.

Once embedded in a Web page, the file is available for seamless viewing by those with Shockwave-enhanced browsers. Many developers are already using Shockwave to create dynamic interactive elements on Web sites. For example, 2-Lane Media has created an interactive Concentration-style game for Disney's Toy Story site. Visitors to

continued on page 296

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120 Watts	120 Watts	120 Watts	60 Watts	Labtec
104 Keys	104 Keys	104 Keys	104 Keys	104 Keys
Logitech	Logitech	Logitech	Logitech	Logitech
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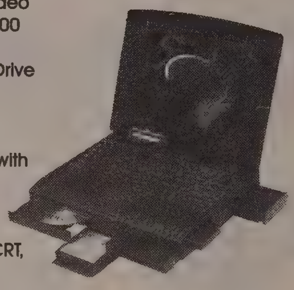

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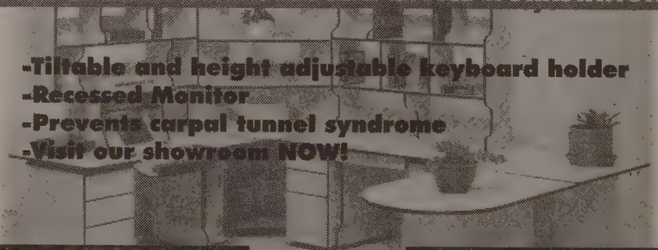

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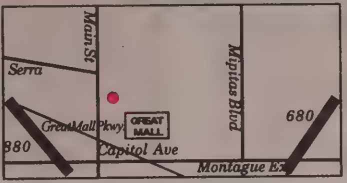

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Adaptec SCSI 1542CFP/1542CFP w/Kit	178/240
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Adaptec SCSI PCI 2940W w/Kit OEM	260
Adaptec SCSI 2825-VL OEM w/o Kit	115

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* MGC 15" Monitor
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Stealth Video 2001 PCI w/2MB DRAM(S3-764)	159
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Edge 3D 2120XL PCI w/ 1MB / 2MB DRAM	220/265
Edge 3D 3240XL PCI w/ 2MB VRAM	340
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Tarantula 64 MK II VLB/PCI 2MB/4MB VR(S3-968)	220/340
Tarantula Lite PCI w/1MB/2MB DRAM (S3)	80/125
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256 CACHE VLB w/1MB/2MB DR(CHIPS)	80/125
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ATI Mach64 WinTurbo PCI w/2MB/4MB VRAM	240/400
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◆TEAC 6XI CD ROM IDE	135
◆CREATIVE LABS 6XI CD ROM IDE	115
◆TOSHIBA 5402 EIDE/ 6xi EIDE	70/119
4xi SCSI/6XI SCSI	145/235
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* Teac 6xi EIDE CD ROM
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SVGA, 1280 x 1024, .28 dp
* 1.2 GB EIDE Hard Drive
* Medium tower Case w/ 230W
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* Free CPU Fan
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T2-17TS/T2-17/T2-20	1010/1025/1750
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C400('4")/XV15 Plus	305/470
XE17/XP17/XV17 Plus	990/1020/790
XE21 / XP 21	1745/2090
❖MAG	
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Princeton EO 15/ Ultra 17 Plus	340/640
❖SONY	
GDM 20SF2/17SF2/15SF2	1733/835/480
❖HITACHI	
CM1711/CM-2011(20")	835/1290
CM-1587 MV	370
❖VIEWSONIC	
15G/15ES	410/375
15GS/15GA	425/490
17GA / 17GS	760/720
17PS/17EA	845/670
20G/21PS/14ES	1,190/1,569/269
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4494 15"/447L/447X 17"	435/675/900
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T-1000 800 MB(Tape incl.)	165
Traklder 250MB/Trakider 700MB	225/310
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◆Medium Tower case w/230W PS	55
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* Mitsumi 104 w/Win '95key KB
* MS Compat. Mouse w/ Pad
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* MGC 14" SVGA Monitor
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  - non-interlaced, energy saver
* 540 MB Hard Drive
* Mini tower Case w/ 230W
* Mitsumi 104 w/ Win '95 key
* MS Compat. Mouse w/ Pad
* Free CPU Fan

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486DX4-100(AMD)	$705
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850 mb/ 10ms (EIDE)	180
1.2GB /12ms (EIDE)	214
1.6 GB/ 12ms (EIDE)	243
❖QUANTUM	
850mb/14ms (EIDE)	185
1.0GB/10ms(SCSI)	250
1.2GB/11ms (EIDE	220
❖WESTERN DIGITAL	
850mb/10ms (EIDE)	186
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1.2GB/ 10ms(EIDE)	216
1.6 GB/ 10ms (EIDE)	279
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Pentium® 100 PCI	769
Pentium® 120 PCI	829
Pentium® 133 PCI	899
Pentium® 150 PCI	919
Pentium® 166 PCI	1239
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- Deluxe Tower w/230W Power
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ATI Mach 64 2 MB	add 40
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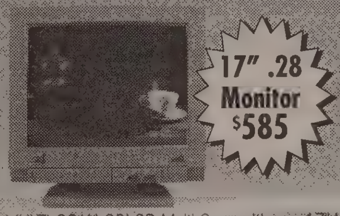

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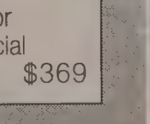

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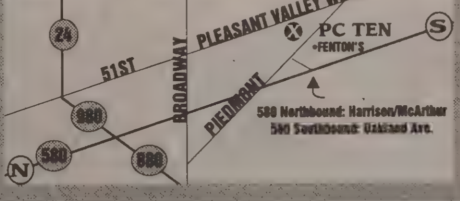

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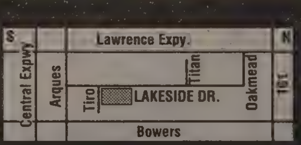

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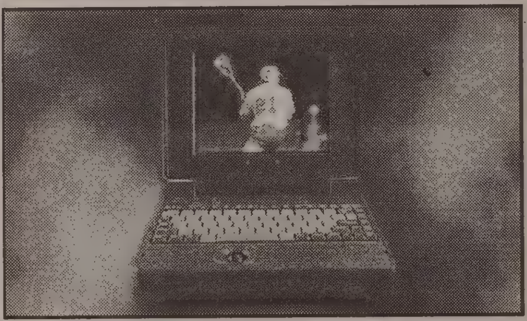

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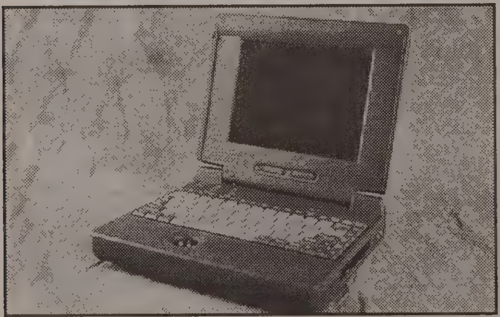

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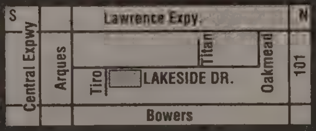

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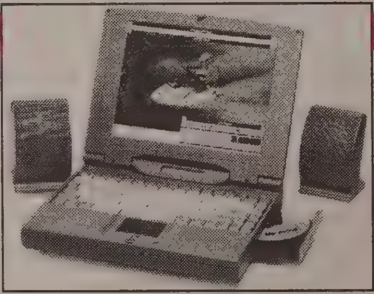

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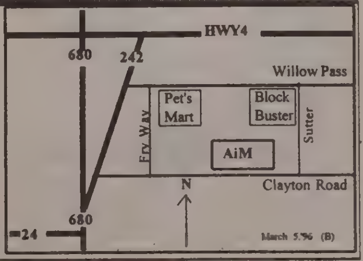

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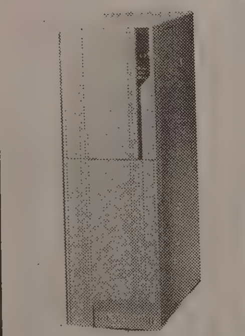

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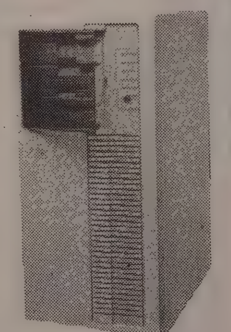
The Thoroughbred Servers



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386 MustangO ISA 40MHZ 64/128K M/B W/CPU	79

486 MB'S

486DX MustangB ISA 256K CACHE M/B	70
• 486 AIR 8EISA/3VLB DX4 MB 256K M/B	235
486 ASUS SP3 PCI/VLB IDE IO 256K M/B	115
486 UMC PCI/ISA IDE FAST IO M/B	88
486 ASUS SP3G PCI SCSI IDE IO M/B	210
486 MustangES PCI SIS 256K M/B	90
486 OPTI PCI VLB ISA OPTI M/B	100
486SLC-33 Mustang MOTHERBOARD W/CPU	44
486 MustangS DX2 3VLB 256K MB SIS	75
• 486 FUGU-TECH VLB 256K MOTHERBOARD	80
486 MustangQ DX4 VLB 256K SIS	82
486/586 OPTI 895 Chipset VLB 256K MB	77

586 MB'S

• 586 CapricornNX NEXGEN 90 MHZ VLB	180
• 586 CapricornNX NEXGEN 90 MHZ PCI	220

PENTIUM MB'S

• PENTIUM DUAL ASUS 75-133 MHz PCI/EISA MB	540
• PENTIUM DUAL ASUS 75-133 MHz PCI/ISA MB	300
• PENT DUAL ASUS 75-133 PCI/ISA 512K M/B	330
PENT DUAL TYAN <=166,512K-ASY,5EISA,4PCI	355
PENTIUM Intel PCI ISA 60/66 W/VGA IDE IO	196
• PENTIUM PRO ASUS 150 MHZ M/B W/CPU	1850

ESIMM 8MB 2X36 60 NS MEMORY	180
ESIMM 8MB 2X36 70 NS MEMORY	180
ESIMM 16MB 4X32 60 NS MEMORY	320
ESIMM 16MB 4X32 70 NS MEMORY	250
ESIMM 16MB 4X36 60 NS MEMORY	242
ESIMM 16MB 4X36 70 NS MEMORY	242
ESIMM 2MB 512X36 60/70 NS MEMORY	64
ESIMM 32 MB 8X32 70NS MEMORY	530
ESIMM 32MB 8X36 70 NS MEMORY	575
• KINGSTON 32MB MEMORY MODULE FOR COMPAQ	1155
• KINGSTON 4MB 1X32 70NS ESIMM KTH-NPVEC/4	146
• KINGSTON 8MB 2X32 70NS ESIMM MEMORY	173
• KINGSTON 16MB 4X32 60NS ESIMM MEMORY	431
• KINGSTON 16MB 4X36 70NS ESIMM MEMORY	583
• KINGSTON 4MB 70NS 30PIM SIMM MEMORY	155
• KINGSTON 32MB 8X36 60NS ESIMM MEMORY	987
16MB 16X9 70NS SIMMS	431
SIMM 1MB 1X9 [3 CHIP] 60 NS MEMORY	36
SIMM 1MB 1X9 BP [3 CHIP] 70 NS MEMORY	14
SIMM 1MB 1X9 [3 CHIP] 70NS MAJOR MEMORY	22
SIMM 1MB 1X9 [9 CHIP] 70 NS	38
SIMM 256K	10
SIMM 4MB 4X9 MAJOR [3 CHIP] 60 NS MEMORY	100
SIMM 4MB 4X9 BP [3 CHIP] 70 NS MEMORY	51
SIMM 4MB 4X9 [9 CHIP] 70 NS MEMORY	70
SIMM CONVERTER 30 PIN TO 72 PIN	7

MONITORS

9"

9" MONO VGA MONITOR	104

14"

• 14" SVGA NI BLACK CASING MONITOR	235
14" KFC DIGITAL SVGA .28 N MONITOR	275
14" MONO AMBER MONITOR	62
14" MONO VGA PAPERWHITE MONITOR	75
• 14" HP VGA PAPERWHITE MONITOR MONOCHROME	182
• 14" MONO WHITE MONITOR IQ SM1411	72
14" CTX SVGA .28 1024 INTERLACED MONITOR	216
HP 14" SVGA COLOR MONITOR	280
14" CTX SVGA .28 1024X768 NI MONITOR	216
14" IMPRESSION .28 MM SVGA NI MONTITOR	199
14" MGC 28 MM SVGA NI MONITOR	199
• 14" VIEWSONIC 14ES SVGA NI MONITOR	260

15"

• 15" CTX SVGA LOW RAD MONITOR 1562CLR	319
15" KFC SVGA .28 1280 NI MONITOR	274
15" KFC DIGITAL SVGA 1280 .28 MONITOR	315
• 15" MGC SVGA .28 1280 NON-INT MONITOR	283
15" MAG DX1595/DIG 1280NI .28 MONITOR	352
• 15" NEC XV-15 MONITOR	433
15" SONY CPD15SX-1 MONITOR .25 MM DP	410
• 15" SONY CPD 15SF-2 MONITOR .25 MM DP	438

3 COM 3C509 EIII TPO 10BT KIT	87
3 COM 3C509TP EIII TP/AUI KIT	84
• 3 COM 3C529 EISA COAX BULK	200
• 3 COM 3C529 10 BASE T 30 PACK	4665
3 COM 3C579 COAX/10BT RETAIL PACK	193
3 COM 3C579 COAX/10BT BULK PACK	164
3 COM 3C590 EIII PCI COMBO CARD	115
3 COM 3C590 EIII PCI COMBO KIT	137
3 COM 3C595-TX 10/100BT PCI KIT	135
• ARTISOFT AE-2 CARD	175
• ARTISOFT AE-2 KIT	408
• ARTISOFT AE-3 CARD	208
• ARTISOFT AE-3 KIT	476
• ARTISOFT LANTASTIC NODE RUNNER 2000C CRD	152
• INTEL ETHEREXP PRO 10/100 PCI 10BT	182
• INTEL ETHEREXPRESS PRO 16 COMBO CARD	88
INTEL ETHEREXPRESS PRO 10BT ONLY BULK	75
• LANTASTIC 6.0 SOFT-1PK DOS/WIN	72
• MICRODYNE NE2000T+ 10BT NIC (EAGLE) BULK	58
NE2000+ COMP ISA COMBO CARD CELAN	24
NE2000+ COMP ISA COMBO NOVELL APP	21
NE2000+ COMP PCI COAX/10BT CARD	60
• NE2000+ COMP ISA 10BT NOVELL APPROVED	19
AUI EXTENSION CABLE FOR NE2000CTE CARD	3
• BOOTROM FOR NE2000+ ENET CARDS	10
• POCKET LAN ADAPTER	75
SMC ETHERPOWER 10/100 32-PCI 10BT+DB9	120
SMC ULTRA ELITE 16 COMBO CARD	81
SMC ETHEREZ ETHERNET COMBO CARD BULK	87
• SMC ETHEREZ ETHERNET 10BT CARD BULK	70
• SMC ULTRA COAX 16 ETHERCARD BULK	81
• TRANSCEIVER AUI MALE TO BNC/10BT	31
• TRANSCEIVER 3COM AUI 3C1206-0	50
• ZNYX ZX314 4 PORT 10BT PCI ETHER ARRAY	400

HUBS

• HUB 16 PORT LAN PROFESSIONAL +1 BNC	159
• HUB100 SMC TIGERHUB 100BT 8 PORT 5108TX	1040
• HUB 3COM 3C16170 LB FMS-II 12 PORT	276
• HUB 3COM 3C16674 LB FMS-II 48 PORT PACK	2000
• HUB 3COM 3C16630 LB FMS-II MGMNT MOD	379
• HUB: 3COM 3C15000D V3 WORKGROUP MGR	384
HUB 8 PORT LAN PROFESSIONAL +1 BNC	70
• HUB 12 PORT ASANTE 10T/12 1BNC 1AUI	225
• HUB 8 PORT ASNATE PNP 8 10BT,1RJ45,1AUI	121

REMOVABLE DRIVES

• IOMEGA 100 MB ZIP DRIVE PAR/SCSI INT/EXT	180
• IOMEGA CARTRIDGE 100 MB ZIP SINGLE PACK	12
• SYQUEST 270MB SCSI REMOVABLE DRIVE	296
SY 270MB REMOVABLE CARTRIDGE	53
SYQUEST 88MB REMOVABLE DRIVE	267
CARTRIDGE FOR SYQUEST RMV DRIVE 44MB	58

• LOGITECH MOUSEMAN BUS (RETAIL)	56
LOGITECH MOUSEMAN 3-BUT SERIAL (BULK)	19
• LOGITECH MOUSEMAN SERIAL (RETAIL)	38
LOGITECH 1ST MOUSE SERIAL (BULK)	13
MICROSOFT MOUSE BUS (BULK)	58
• MICROSOFT MOUSE BUS (RETAIL)	72
MICROSOFT MOUSE PS/2 (BULK)	26
• MICROSOFT MOUSE SERIAL (RETAIL)	49
MICROSOFT MOUSE SERIAL (BULK)	21
TRACKBALL GENERIC SERIAL	14
• TRACKBALL KENSINGTON EXPERT 5.0 SERIAL	85
• TRACKMAN LOGITECH SERIAL (RETAIL)	53
• TRACKMAN LOGITECH SERIAL MARBLE (RETAIL)	74

U.P.S.

• APC POWER CHUTE FOR NOVELL AP9003	54
• APC POWERCUHUTE PLUS FOR UNIX AP9004	85
• APC POWERCHUTE PLUS FOR WIN NT	56
APC BACK-UP BK1200 UPS	345
• APC BACK-UPS BK1250 UPS (SEE APC1200)	429
APC BACK-UPS BK280 UPS	87
APC BACK-UPS BK400 UPS	124
APC BACK-UPS BK450 UPS	151
APC BACK-UPS BK600 UPS	210
• APC BACK-UPS BK900 UPS	299
• APC BACK-UPS PRO 280 VA	145
• APC SMART-UPS SU1000 UPS	421
• APC SMART-UPS SU1400 UPS	527
• APC SMART-UPS SU2200 UPS	949
• APC SMART-UPS SU3000 UPS	1500
APC SMART-UPS SU400 UPS	246
• APC SMART-UPS SU450 UPS	268
• APC SMART-UPS SU700 UPS	339
• APC SU1000RM RACKMOUNTABLE 1000VA	495
• APC SU1400RM RACKMOUNTABLE 1400VA	640
• APC SMART-UPS V/S SUVS1000 UPS	380
• APC SMART-UPS V/S SUVS1400 UPS	495

VGA CARDS

ATI WINTURBO MACH64 PCI 2MB OEM VRAM	205
ATI WINBOOST MACH64 PCI 2MB OEM DRAM	120
• ATI WINBOOST MACH64 VLB 2MB OEM DRAM	150
• ATI WINTURBO MACH64 VLB 2MB OEM VRAM	225
• ATI WINTURBO MACH64 PCI 4MB VRAM	395
ATI WINTURBO MACH64 PCI 4MB OEM VRAM	358
• ATI WINTURBO MACH64 VLB 4MB OEM VRAM	361
DIAMOND STEALTH 64 PCI 1MB DRAM	100
DIAMOND STEALTH 64 PCI 2MB DRAM	120
DIAMOND STEALTH 64 PCI 2MB VRAM	213
• DIAMOND STEALTH 64 VLB 2MB VRAM	220
• DIAMOND STEALTH 64 4MB VRAM (RETAIL)	434
DIAMOND STEALTH 64 PCI 4MB VRAM	346
• DIAMOND STEALTH 64 VLB 4MB VRAM	341

SCSI 9GB MICROPOLIS 1991AV HARD DRIVE	1900
• 9 GB WIDE SCSI HDD MICROPOLIS 1991W	1932
• 9.1GB SCSI ELITE ST410800N 10MS SEAGATE	1790

HARD FLOPPY CONTROLLERS

ADAPTEC AVA 1505 SCSI-2 CD-ROM KIT	43
ADAPTEC 1522 ISA SCSI CARD	64
ADAPTEC 1522 ISA SCSI KIT	120
ADAPTEC 1542 ISA SCSI CARD	152
ADAPTEC 1542 ISA SCSI KIT	218
• ADAPTEC 2742 EISA SCSI CARD	262
• ADAPTEC 2742AK EISA SCSI KIT	325
• ADAPTEC 2742AT EISA SCSI CARD	288
• ADAPTEC 2742ATK TWIN EISA SCSI KIT	312
• ADAPTEC 2742 WIDE EISA SCSI KIT	349
• ADAPTEC 2842 VLB SCSI CARD	155
• ADAPTEC 2842 VLB SCSI KIT	205
ADAPTEC A2940 PCI SCSI CARD	175
ADAPTEC A2940 PCI SCSI KIT	220
ADAPTEC A2940UW ULTRA WIDE PCI SCSI KIT	273
ADAPTEC 2940UW PCI SCSI CARD(CBL EX $25)	220
• ADAPTEC 3940 PCI SCSI KIT	368
• ADAPTEC 3940W PCI WIDE SCSI KIT	425
• ADAPTEC 3985 PCI SCSI RAID MULTI-CH KIT	635
• Buslogic KT-410A VLB IDE CACHING KIT	102
• BUSLOGIC BT-445C VLB SCSI CARD	143
• BUSLOGIC KT-445C VLB SCSI KIT	176
• BUSLOGIC BT-545C ISA SCSI CARD	136
• BUSLOGIC KT-545C ISA SCSI KIT	187
• BUSLOGIC BT-747C EISA SCSI CARD	304
• BUSLOGIC BT-747C EISA SCSI CARD	254
• BUSLOGIC KT-747C EISA SCSI KIT	276
• Buslogic KT-757C EISA WIDE/FAST SCSI KIT	335
• Buslogic KT-910A PCI IDE CACHING KIT	141
• Buslogic KT-930A PCI ULTRA SCSI KIT	123
Buslogic BT-946C PCI SCSI CARD ONLY	154
Buslogic KT-946C PCI SCSI KIT	205
BUSLOGIC BT-956C PCI WIDE SCSI CARD ONLY	194
• BUSLOGC BT-956CD PCI WIDE DIFF SCSI CARD	318
IDE ISA 2HDD/2FDD W/ 2SPG CARD	9
IDE 2FDD/2HDD 2SPG K-WELL 557V66	18
• IDE 4HDD/2FDD 2S2PG K-WELL 557B	30
(WSL) IDE 2HDD/2FDD 2SPG TYAN 1372	15
NCR 810 CHIP PCI SCSI CARD (ASUS SC-200)	59
NCR 815 CHIPSET PCI SCSI CARD W/FLASH B	84
NCR 825 CHIP PCI SCSI CARD (TYAN 1365)	90
• NCR 825 CHIP SCSI CARD TYAN ULTRA(1365U)	110
PCI IDE IO W/16550 UARTS (TYAN S1368)	28
• PROMISE 200 ISA IDE CACHING CONTROLLER	85
PROMISE 2300 VLB IDE IO W/16550 CONT	41
PROMISE 4030 VLB IDE CACHING CONTROLLER	76
• PROMISE 5030 PCI IDE CACHING CONTROLLER	115

• PENTIUM PRO ASUS 200 MHZ M/B W/CPU	2050
PENTIUM ASUS PCI/ISA P55TP4 256K PIPELIN	164
• PENTIUM ASUS PCI/ISA P55TP4 512K PIPELIN	189
256K PIPELINE BURST CACHE MODULE	17
512K PIPELINE BURST CACHE SYNCHRONOUS	35
• PENTIUM PRO INTEL 150 MHZ M/B W/CPU	1060
• PENTIUM PRO INTEL 180 MHZ M/B W/CPU	1380
• PENTIUM PRO INTEL 200 MHZ M/B W/CPU	1495
• PENTIUM Intel ATLANTIS 0K (NO) CACHE	280
PENTIUM Intel ENDEAVOR (NO)CACHE W/AUDIO	189
PENT Intel ENDEAVOR (NO)CACHE (NO)AUDIO	168
• PENT SuperMic(US) TRITON 180MHZ 256K M/B	200
• PENT SuperMic(US) 512K 180MHZ M/B	255
PENT TYAN 1468 TITAN III TRITON 256K BUR	155
PENT TYAN 1468 TITAN III TRITON 512K PL	180
• PENT TYAN 1468 TITAN III TRITON 256K STN	155

MULTI MEDIA

QUICKSHOT JOYSTICK FOR COMPUTER GAMES	8
COMPUTER MICROPHONE	3
PRO AUDIO 16 BASIC	50
SOUND BLASTER 16 VALUE EDITION RETAIL	82
(WSL) SOUNDBLASTER 16 IDE OEM	65
SOUNDBLASTER 16 VIBRA PLUG-N-PLAY OEM	68
SOUNDBLASTER AWE 32 VE PNP	140
SOUNDBLASTER ASP CHIP	45
• SOUNDBLASTER AWE 32 RETAIL PACK	188
• SOUND BLASTER SCSI-2 16 OEM	100
SOUND CARD AHEAD 3D SOUNDBLASTER COMPTBL	50
SPEAKERS LABTEC LCS 150 NEW VERSION	14
SPEAKERS 120 WATT	34
SPEAKERS LABTEC CS600	19
SPEAKERS Z	4

MEMORY

DRAM

• DRAM 1MB-8	4
• DRAM 256K-80	4
DRAM 256KX16 70NS FOR VIDEO CARDS	9
• DRAM 4X256K-8	4

EDO-RAM

EDO ESIMM 4MB 1X32 60NS MEMORY	79
EDO ESIMM 8MB 2X32 60 NS MEMORY	160
EDO SIMM 16MB 4X32 60 NS MEMORY	320
EDO SIMM 32MB 8X32 60NS MEMORY	640

PARITY/NON-PARITY SIMMS

• ESIMM 64MB 16X36 70 NS MEMORY	1995
ESIMM 4MB 1X32 60 NS MEMORY	76
ESIMM 4MB 1X32 70 NS MEMORY	75
ESIMM 4MB 1X36 60 NS MEMORY	86
ESIMM 4MB 1X36 70 NS MEMORY	86
ESIMM 1MB 256X36	34
ESIMM 8MB 2X32 70 NS MEMORY	150

• 15" SONY TRINITRON TUBE OEM MONITOR	389
• 15" VIEWSONIC 15GS SVGA .27 1280 MONITOR	405
• 15" VIEWSONIC 15ES SVGA .28 1024 MONITOR	342

17"

• 17" BLACK CASING SVGA MONITOR	655
• 17" IDEK IYAMMA 8617E MONITOR	679
17" KFC 1716DL DIG NO LCD .28 MONITOR	525
17" KFC 1718DL DIGITAL W/LCD .26 MONITOR	550
• 17" MGC 1280x1024 .26DP MONITOR	545
17" MAG DX1795F/DIG 1280NI .26 MONITOR	625
17" PRINCETON GRAPHICS 1280NI .28 MONITR	545
• 17" MAG MXP17F 1600X1280 .26 MONITOR	775
• 17" NEC XP-17 MONITOR	970
• 17" NANAO F2-17EX MONITOR	912
• 17" NANAO T2-17 TRINITRON MONITOR	1165
• 17" NOKIA 447X158 .25 MM DP 1600 MONITOR	845
17" NEC XV-17+ MONITOR 1280X1024NI	755
• 17" SONY 17SE-2 .25 1600 MONITOR	975
17" SONY 17SF-2 MONITOR 1280NI .25/DIG	799
• 17" VIEWSONIC 17GA MONITOR 1280X1024 .27	705
• 17" VIEWSONIC 17PS MONITOR	774
• 17" VIEWSONIC 17GS MONITOR	655

20"

• 20" HITACHI CM2011 MONITOR	1187
• 20" KFC MONITOR	1033
• 20" SONY MONITOR 20SF-2	1645
• 20" VIEWSONIC 20G 1600X1280 .28 MONITOR	1167

21"

• 21" HITACHI CM2110 1280 60Hz MONITOR	1525
• 21" MITSUBISHI DIA PRO 21TX .30MM 1600	1637
• 21" MAG MX21F .28 1680X1280 MONITOR	1520
• 21" NEC XE-21 MONITOR	1600
• 21" NANAO F2-21 .28 MM DP MONITOR	1740
• 21" NANAO FX2-21 .26 DP MONITOR	2654
• 21" NANAO .25MM TCO MONITOR	2720
• 21" NEC XP-21 MONITOR	1780
• 21" VIEWSONIC 21PS .25 1600 MONITOR	1484

NETWORK CABLES

• COAX NET CABLE 100'	10
COAX NET CABLE 1000' SPOOL	95
COAX BNC CRIMPING TOOL RG58 RG59	15
• 10BT NET CABLE 1000' LEVEL 5 (PLENUM)	230
• 10BT NET CABLE 1000' LEVEL 5 (PVC)	100
10BT CRIMPING TOOL 8C	13

NETWORK CARDS

3 COM 3C509 EIII COAX CARD BULK	77
3 COM 3C509 EIII AUI,10BT,10B2-BULK PK	79
3 COM 3C509 EIII-AUI/10BT,10B2-KIT	101
3 COM 3C509 EIII COAX KIT	94
3 COM 3C509 EIII 10 BASE T BULK	54
• 3 COM 3C509 EIII TPO 100 PACK	5000

SOFTWARE

UNIX BY BSDI

• BSDI/SERVER BINARY LICENSE 16 USER	846
• BSDI/SERVER BINARY W/SOURCE 16 USER	2546
• BSDI/SERVER BINARY LICENSE 64 USERS	1696
• BSDI/SERVER BINARY W/SOURCE 64 USERS	3396
• NFR INDIV/ACAD BSDI/SERV BINARY NO LIMIT	463
• NFR INDI/ACAD BSDI/SERV BIN W/SRCE NO LMT	888
• BSDI/SERVER BINARY LICENSE NO LIMIT	2546
• BSDI/SERVER BINARY W/SOURCE NO LIMIT	4246

APPLICATIONS

• MS OFFICE FOR WINDOWS PRO 4.3 RETAIL	490
MS OFFICE OEM 3.5" (WIN95) W/SYSTEM	200
MS OFFICE OEM CD (WIN95) (W/SYSTEM)	195
MS OFFICE OEM 3.5" (WIN3.1) W/SYSTEM	255
MS OFFICE OEM CD (WIN3.1) W/SYSTEM	225
• MS VISUAL C++ PRO V4.0 WIN NT	413
• MICROSOFT WORD 6.0 OEM (W/SYSTEM)	155

NETWARE BY NOVELL

• NETWARE 3 12 10 USER (W/HARDWARE)	1165
• NETWARE 3 12 100 USER (W/HARDWARE)	2300
• NETWARE 3.12 25 USER (W/HARDWARE)	1395
• NETWARE 3 12 5 USER (W/HARDWARE)	520
• NETWARE 3 12 50 USER (W/HARDWARE)	2000
• NETWARE 3 12 250 USER (W/HARDWARE)	3800
• NETWARE 4 1 10 USER (W/HARDWARE)	950
• NETWARE 4.1 100 USER (W/HARDWARE)	2000
• NETWARE 4 1 25 USER (W/HARDWARE)	1104
• NETWARE 4 1 250 USER (W/HARDWARE)	3000
• NETWARE 4 1 5 USER (W/HARDWARE)	450
• NETWARE 4.1 50 USER (W/HARDWARE)	1500

OPERATING SYSTEMS

MICROSOFT DOS6 22 (W/SYSTEM ONLY)	31
DOS 6 220 + WIN 3 1 OEM (W/SYSTEM ONLY)	70
DOS 6 220 WFW 3.11 (W/SYSTEM ONLY)	80
• DOS 7 0 BY NOVELL	45
WINDOWS 3.1 OEM (W/SYSTEM ONLY)	39
MS WINDOWS 95 FULL OEM 3.5" (W/SYSTEMS)	90
MS WINDOWS 95 FULL VER CD-ROM (W/SYSTEM)	84
• MS WINDOWS 95 FULL VERSION RETAIL CD	168
• PLUS FOR WINDOWS 95 (NEED WIN 95 ALSO)	40
• MS WINDOWS 95 UPGRADE RETAIL	89
• WINDOWS NT WORKSTATION (RETAIL)	210
WINDOWS NT WORKSTATION CD OEM (W/SYSTEM)	145
WINDOWS NT WRKSTION 3.5" OEM (W/SYSTEM)	155
• WINDOWS NT SERVER (RETAIL)	565
• MS WINDOWS NT SERVER+10 LIC (W/SYSTEM)	836
WINDOWS FOR WORK GROUP 3.11 (W/SYSTEM)	47

MICE

LOGITECH MOUSE BUS (BULK)	27
LOGITECH MOUSE CORDLESS (RETAIL)	60

#9 FX MOTION 771 PCI 2MB VRAM OEM	235
#9 FX MOTION 771 PCI 4MB VRAM OEM	345
#9 FX MOTION 771 PCI 4MB VRAM RETAIL	392
• #9 IMAGINE 128-16 PCI 4MB VRAM VGA CARD	750
• #9 IMAGINE 128 PCI 8MB VRAM	1195
#9 VISION 330 S3TRIO PCI 1MB DRAM	98
#9 VISION 330 S3TRIO PCI 2MB DRAM	114
• #9 VISION 330 S3TRIO VLB 2MB CARD	143
• HERCULES STINGARAY SVGA VLB 1MB	71
• MATROX MILLENIUM PCI 2MB WRAM RETAIL	285
MATROX MILLENIUM 2MB WRAM PCI CARD	245
MATROX MILLENIUM PCI 4MB WRAM	425
2MB UPGRADE MEMORY FOR MATROX MILLENIUM	163
• 4MB UPGRADE FOR MATROX (4MB TO 8MB)	290
• PCI MATROX IMP 2+ 2MB VGA CARD	326
(WSL) PCI VGA S3C864 2MB - MADE IN USA	78
PCI VGA ET4000 W32 1MB CARD	53
PCI VGA CL 5440 VGA 2MB W/MPEG CARD	93
PCI VGA TRIDENT 9440 1MB	44
PCI VGA TRIDENT 9440 2MB	68
ISA VGA CARD TRIDENT 8900 1MB	43
ISA VGA CARD T/O 256K	22
ISA VGA CARD CL5422 1MB	51
ISA VGA CARD T/O 512K	28
ISA VGA TSENG 1MB ET4000	64
VLB VGA S3C805 1MB	55
VLB VGA S3C805 2MB	95
VLB VGA TRIDENT 9440 1 MB	47
VLB VGA TRIDENT 9440 2MB	93
VLB VGA CIRRUS LOGIC 1 MB CL5428.9	55
VLB VGA TSENG ET4000 1MB	76

POWER SUPPLIES

• AMERICAN ENHANCE 300W PS2/FT 3.3 VOLTS	91
AMERICAN ENHANCE 200W PS2 UL CSA POWER	35
AMERICAN ENHANCE 250W ATX POWER SUPPLY	95
AMERICAN ENHANCE 300W PS2 UL CSA	66
AMERICAN ENHANCE 300W FULL TOWER UL CSA	68
GENERIC POWER SUPPLY FULL TOWER 230W	41
GENERIC POWER SUPPLY FULL TOWER 300W	63
GENERIC POWER SUPPLY FULL TOWER 400 WATT	135
GENERIC POWER SUPPLY MT/PS2/BABY AT 230W	20
GENERIC POWER SUPPLY MINI-TOWER 250W	25
GENERIC POWER SUPPLY BABY 300W	35
GREEN POWER SUPPLY MINI TOWER 200W	26
• PC POWER & COOLING 270 W PS/2	135

PRINTERS

• HP 4SI PRINTER	3029
• HP 5P LASERJET PRINTER	894
HP 660C DESKJET (FOR PC) PRINTER	420
• HP 4V PRINTER	1962
• HP OFFICEJET FAX W/VALUE PACK HPC-C2893	740

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MICRO MARKETPLACE

The Other Side Of The APPLE

Heidi Goes To Cupertino

New Developer Services VP Has Developer's Perspective

AMID THE ONGOING "IS TOO!" "IS NOT!" RUMORS ABOUT SUN ACQUIRING APPLE and rampant speculation about newly arrived chairman/CEO Gilbert Amelio, T/Maker CEO Heidi Roizen caused a great stir when she posted to the Semper.Fi mail list, started by Guy Kawasaki and frequented by Macintosh developers, that she was taking on the newly created position of vice president of Developer Services at Apple.

As she was quick to point out, she didn't really need the job. After she and cofounder Royal Farros had sold T/Maker to Deluxe, there was something to be said for the peaceful life of domestic tranquility with husband David and children Nikita and Marleyna. Indeed, she says a bit plaintively as we sit amid boxes in her office in February, "I actually only start full time on March 1. My husband would like to have that clarified... My kids would like to have that clarified..."

But Roizen has always been a great one for a challenge, and there's no doubt that Developer Services is a formidable one. Times have changed considerably from the days when developers like Roizen were invited in for sneak peeks at the still-unannounced Macintosh, Guy Kawasaki made "Software Evangelism" the driving force behind the Mac's success, and developers vied to put their best products on the Mac. For years software and hardware developers have griped about inadequate support; they've complained of Apple's failure to decide what business it was in—more than once some third-party company has found itself squeezed by Apple's decision to enter the same market. Apple's recent troubles have done nothing to improve the mood.

With Kawasaki's return to Apple as Apple Fellow last year, a concerted effort began to improve the situation, to bring back the famous fervor and zeal that had once characterized the Macintosh community. Now, longtime pals Roizen and Kawasaki, in parallel roles, hope to mend fences with their erstwhile cohorts and restore the fortunes of Cupertino's beleaguered and beloved computer company.

When we met in February, Roizen, whose office is in the R&D center, was still getting used to Apple's big-company ways—the need for badges everywhere, the extreme nervousness of security when we wanted to open one of the Infinite Loop doors for a better photographic angle. However, the vibe was one of optimism and new beginnings as we got caught up.

By Mary Eisenhart • Photos: Anne Knudsen

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So Heidi, what brings you here?

I've been a longtime Macintosh user and supporter. I've been a strong critic of Apple over my years. I've probably made and lost more fortunes on Apple than most Apple employees, and fundamentally I think there's a great technology embodied in the Macintosh.

I'm not a technology person. I approach things as a user, and my system of choice through the years has always remained Macintosh. I'm not unfamiliar with other choices; I know lots of other choices and I still chose to be a Macintosh user.

From the outside, I've been following issues that I got very concerned about, as a person who fundamentally believes that the Mac is still the best system for most of the people I know. I saw myself making anti-Macintosh decisions as the CEO of a software company, and in fact the last product I shipped, the World's Easiest line, was Windows-only. We made a business decision...

I understood very much the challenges that the other Macintosh developers were facing. I felt to a certain extent that Apple had lost sight of understanding the business proposition that underlies the development community.

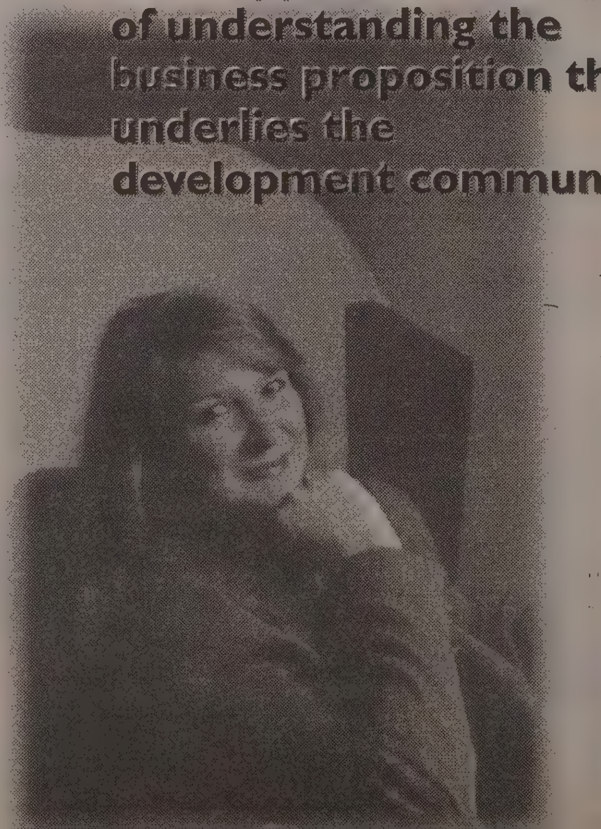
But I hadn't given any thought to coming on board at Apple Computer, until one day a recruiter called me and said, "We've been told to go find this person; we've been told to consolidate all developer activities under one VP and bring in a person from the outside to do that."

I said, "I don't think anybody qualified for that job is going to take it, and here's a hundred reasons why."

They said, "Well, will you go explain that to [Senior Vice President of Worldwide Research and Development] Dave Nagel?"

I had never met Dave before, and this sounded like a great opportunity.

I understood very much the challenges that the other Macintosh developers were facing. I felt to a certain extent that Apple had lost sight of understanding the business proposition that underlies the development community.



Really? You'd never met Nagel?

Yeah, well...unfortunately there are also a lot of people in the development community, I being one of them; while I knew other people at Apple, I hadn't met Dave before, and I thought this would be an excellent opportunity, because I fundamentally care about Apple and want them to succeed.

They set up a meeting between myself and Dave, and I went in, and he said, "I'm so glad to see you interviewing for this job! We're kind of surprised that somebody of your public persona would come in and look at a job like this."

And I said, "I'm not *here* to interview for the job, actually..."

"I'm here to give you a piece of my mind!"

Right. I'm here to tell you you need to do something, you need to move fast, because this job cannot succeed without all of Apple understanding the implications of the support of the development community, and the need for that support.

I see a number of things going on within Apple, and Apple's relationships to its customers, and changing directions. I feel no person coming in from the outside believes they're ever going to be successful in Developer Services, because Developer Services plays a supporting role to a strategy and a set of tactics that have to be consistently employed and applied, and the relationship has to be understood. And I don't believe that's happening here.

I spent two hours with Dave, and at the end he said, "Okay, I totally agree with you. Now, what's it going to take for you to come in and do this job?"

So I thought about it some more. I was on the fence—I had been at T/Maker thirteen years, we sold the company, things were going fine, but you can only do anything for so long.

I had kind of thought about "What am I going to do next, what's the challenge I want to take on?" For most people, they've been in big companies all their lives and they want to take on the challenge of doing something on their own. For me it was one of the opposite things that attracted me—I'd been in a small company all my life, and wouldn't it be interesting to try to go and have an impact on a big company?

A couple weeks later I went to [*PC Letter* editor] David Coursey's CEO-only conference, and there were a bunch of CEOs there. High-powered people—Philippe Kahn, Enzo Torresi, Bill Krause, Doug Michels, people who know what they're talking about.

Dave Nagel was the guest speaker, and they hammered Dave for an hour. At the end Bill Krause stood up—in fact, I'll fault a few people for making me take this job, and Bill's one of them. He got up and said, "Dave, don't take it personally. We're all beating you up and giving you the best of our wisdom about what Apple should do because there is no company that Silicon Valley wants to succeed more than Apple Computer."

Everybody shook their heads, and I said, "Aha! There is a tremendous pent-up desire to help Apple, if only the business model would come together. Okay, okay, this is exciting."

But then I had a third hurdle to cross. I was concerned; I read the papers like everybody else. I thought, this brain-drain problem is real. There may be nobody home.

Luckily, over all the years I've built some close friendships with some people at Apple, and the more I looked into it the more I found tremendous talent here. People talk about the many downsides of Apple culture, but there is something very addictive about being here, and people really feel emotionally committed to this company in a way that far transcends their

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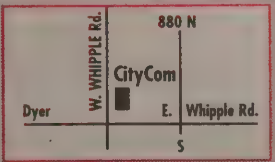

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day-to-day job. Some of the culture here has been pointed to as one of the reasons for some of the problems, but at the same time it kept a lot of really talented people here. I found a strong desire for people to change; I found a lot of good ideas in here about what needed to be done.

I looked at that, and I said, "That's the third piece, that's what I needed to know." Particularly in my own group.

Developer Services is not broken. Shirley Stas has been running it in an acting role, coming up from inside, and it's one of the best-run groups in the whole company. I'm not coming in and having to operationally fix something; I'm coming in and trying to add a new facet.

What can I do for Apple?

Well, I can do three things. I understand the business proposition the development community has to live by today, so hopefully I can help the rest of Apple understand that.

So number one, my role is to understand the business model. Bill Gates said this a couple of weeks ago at the Gates Building introduction, and I adopted it immediately—hey, I'm willing to adopt from Microsoft and have things go in the other direction for a change. He said, "The forces of capitalism will do the job for us if we just channel them correctly."

Boy, I couldn't have said it better, and I'm glad Bill said it. We have to understand the forces of capitalism, and how they relate to the industry that we work with.

The number two thing I think I can do is—the rest of the senior management at Apple needs to have an understanding about the development community, the need for the development community, and how to work with them. Because Developer Services itself will never be successful unless the entire company is developer-focused.

Now, does that mean we drop everything we do and just work with developers? No, absolutely not. But it means we have to understand what they're going through, and it isn't just an issue of the right technical tools. There are channel issues; there are business issues, operational issues—the effect of a change in strategy or the sudden dropping of a particular program or the picking up of another program.

I'm not saying that my goal in life is to fix all that, because, boy, a lot of that's way outside my sphere of influence. But I want the people who make those decisions to recognize and understand the implications on the long-term support of the platform.

I think that the third thing I can do is foster a new relationship with significant members of the community that Apple has to deal with. I know the Microsoft guys very well; I can pick up the phone and presumably get a return call from a John Warnock or somebody like that. I have a very positive relationship with the press and analyst community; I recognize the importance of that, and I'm comfortable trying to work on it. So I felt that that was another thing that I could bring to Apple—in essence, through all of the problems and things that have occurred here, they've sort of lost touch with the importance of a positive communication relationship.

That's not on my job description, but I looked on that as a value that I could add, and presumably Dave Nagel saw that as something I could bring to the table, which is why he let me come in and have this sandbox to play in.

Are you really the first person to come in from the developer community at this senior a level? I can't think of another example.

I don't know the recent history. I hope I'm not the first!

There have been people coming in from PARC and stuff, but that's different.

continued on page 208

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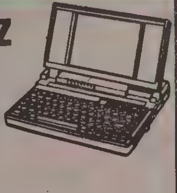

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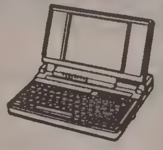

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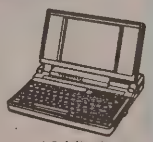

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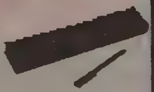

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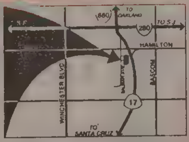
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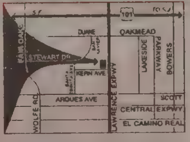
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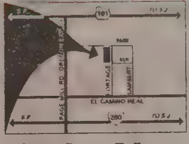
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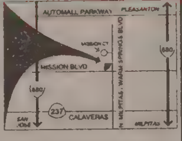
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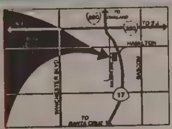

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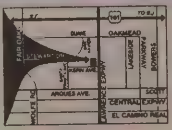

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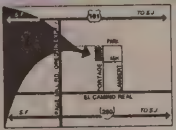

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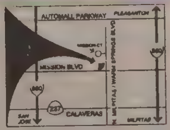

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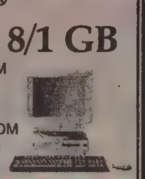

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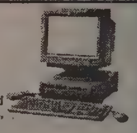

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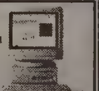

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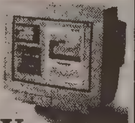

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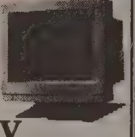

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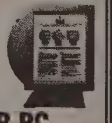

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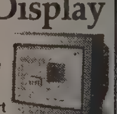

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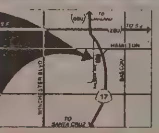

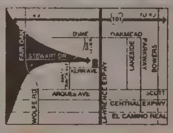

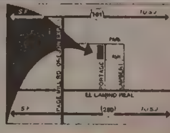

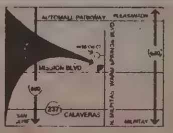

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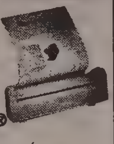

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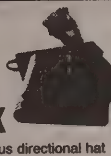

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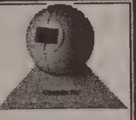

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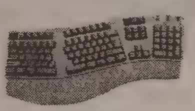

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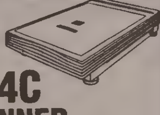

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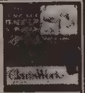

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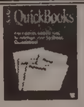

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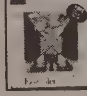

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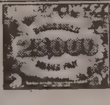

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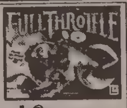

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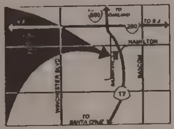

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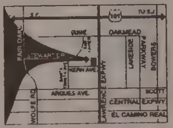

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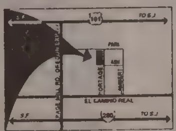

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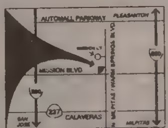

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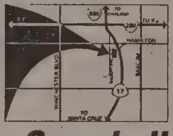

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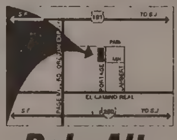

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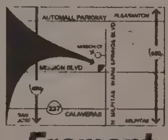

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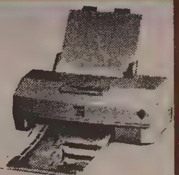

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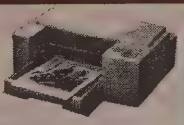

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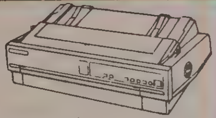

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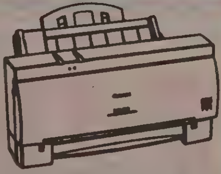

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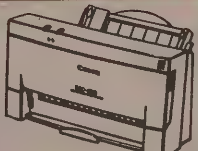

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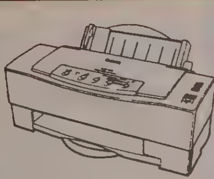

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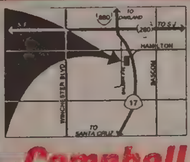
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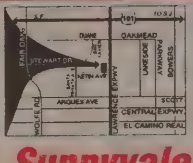
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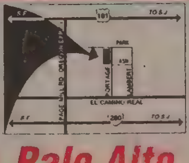
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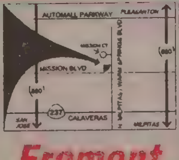
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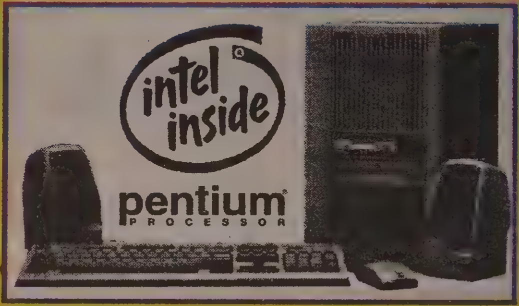

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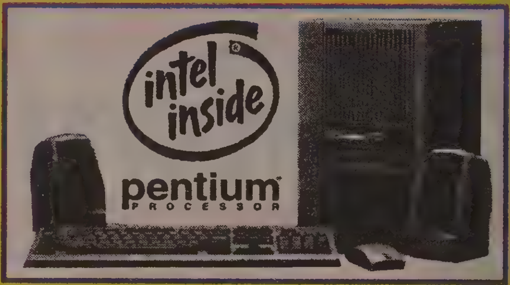

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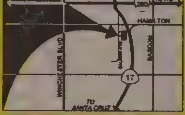

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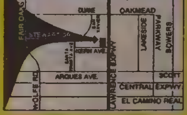

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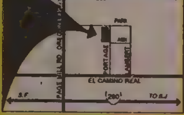

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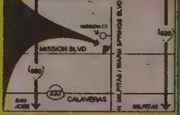

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MODEMS

CARDINAL
28.8 INTERNAL FAX/MODEM WITH VOICE MAIL

- Internal 28,800 (V.34) fax/modem with voice mail (ISA)
- Plug and Play, Microsoft Windows 95 compatible
- Voice View Certified
- Caller ID Data (to capture phone numbers)
- FaxWorks and Talkshop software
- Remote message retrieval
- Alternating voice and data on a single call
- Lifetime Warranty
- Made in the USA

$175

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CARDINAL
28.8 EXTERNAL FAX/MODEM WITH VOICEMAIL

- External 28,800 (V.34) Fax/modem with voice mail
- Plug and Play, Microsoft Windows "95 compatible
- VoiceView Certified
- Caller ID Data (to capture phone numbers)
- FaxWorks and Talkshop software
- Remote message retrieval
- Alternating voice and data on a single call
- Lifetime Warranty
- Made in the USA

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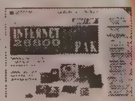
ZOOM
28.8 BPS INTERNAL FAX/MODEM WITH V.34 V.FAST

- Internal Halfcard
- Compressed data Through put of 115,200 bps
- V.42 bis, and MNP 5 Data Compression
- V.42, MNP 2-4 and MNP10 error checking
- Complete with Windows and
- MS DOS communication software
- 7 Year Warranty
- Free Technical Support

$149

#2024992

Best Data
"Smart One" Internet 28.8 Internal FX/MD Value Pack

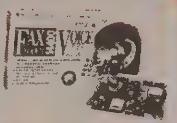


- Surf The Internet Applications, Guides, Services over 60 hours of FREE On-Line time
- V.34, V.42/MNP 2-4, V.42 bis/MNP 5 & 10 Hardware
- Free Technical Support
- 5 Year Limited Warranty

$149

#93350

BEST DATA
SMART ONE INTERNAL 14.4 FAX/ MODEM/VOICE MAIL



- 999 Mail Boxes with Remote Message Retrieval & Pager Notification
- V.32bis, V.42bis Fax Broadcasting, Fax on Demand, Fax Back, Fax Forwarding
- Cheyenne Windows S/W for Fax/ Data/Voice
- 5 Year Limited Warranty

$49.99

#2061751

Hayes
ACCURA INTERNAL 14,400 BAUD FAX/MODEM

- Free SmartCom Data and Fax Software
- Group 3 Fax
- V.42, V.42bis, MNP 2-5

$79.99

08-01185
#1798197

Hayes
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- Free SmartCom Data and Fax Software
- Group 3 Fax
- V.42, V.42bis, MNP 2-5
- Cables included

$99.99

08-01174
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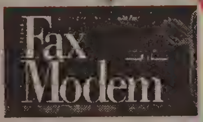
14,400 BAUD INTERNAL FAX/MODEM



- GROUP 3 Compatible
- 16550 UART
- BITCOM and BITFAX S/W
- Supports up to Com 7 and IRQ-9
- 5 Year Warranty

SIIG

$44.99

#1930078

ASPEN
PLUG AND PLAY 28.8 INTERNAL FAX MODEM

- Internal 28.8 (V. 34) Fax Modem
- Internet ready
- Plug and play
- Build in 16550 uart for improved performance and data integrity

$119

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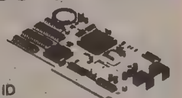
SUPRA 28.8 PLUG & PLAY FAX/MODEM



- Easy plug and play installation for Windows 95!!!
- 28000bps data/14,400 bps fax • Caller ID
- 5 year limited warranty • Complete Windows product
- Automatically negotiates the best speed and protocol
- Send and receive faxes in the background

SUP-28XP-PNP

Supra Corporation

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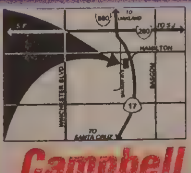

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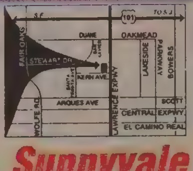

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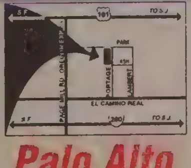

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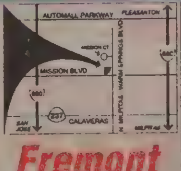

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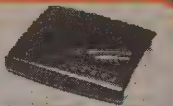
MODEMS

MOTOROLA

BitSURFER PRO ISDN MODEM



Motorola's BitSURFER Pro ISDN modem is a high-speed terminal adapter that lets you access the power of ISDN for all you home and office communications. Four times faster than the fastest analog modem- 128,000 bps, Two analog device ports, Multilink PPP, Custom calling features, Simultaneous voice and data on a single ISDN line, Window 95 compatible.
#2093877

$369

ISDN EXTERNAL DIGITAL MODEM

The fastest digital modem technology. 128 kbps, four times faster than the fastest analog modems, simultaneous voice, data, fax. Windows® 95 Compatible
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14,400 Baud Modem/Fax
Super High Speed V.32 BIS Protocol
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14,400 BAUD MINI TOWER FAX/MODEM EXTERNAL

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Best Data "Smart One" Internel 28.8 Fax/Modem/Voice Mail

- 999 Mail Boxes w/Remote Message Retrieval & Pager Notification
- V.34, V.42 MNP 2-4, V.42 bis/MNP 5 & 10 Hardware
- Cheyenne Windows S/W for Fax/Data/Voice
- 5 Year Limited Warranty

#93330

$149

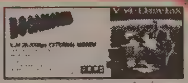
V.34 BOCA OFFICE COMMUNICATOR

- 28,800 V.34 Data/Fax with Professional Voice Mail
- Plug-and-Play & Windows 95 ready
- Voice View talkshop software
- Full Duplex (handsfree) speakerphone, Boardroom quality!
- On-Line and Internet Trial services included
- Fax on Demand, remote message retrieval and more...
- 5 year Warranty, Made in the USA!

#115594

$219

BOCA MODEM V.34 28,800 bps External Fax/Modem



New International Standard
- 28,800bps Data Modem
- 14,400bps Send/Receive Group 3 Fax
- V.42bis Data Compression for Troughput Up to 115,200bps
- Backward Compatible with V.Fast Class (V.FC) and Lower Speed Modems
- Five Year Warranty

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$188

BOCAMODEM V.34 28,800 bps Internal Fax/Modem

New International Standard
- 28,800bps Data Modem
- 14,400bps Send/Receive Group 3 Fax
- V.42bis Data Compression for Throughput Up to 115,200bps
- High-Speed 16C550 UART Serial Card on board
- Backward Compatible with V.Fast Class (V.FC) and Lower Speed Modems
- Five Year Warranty

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Telecoupler II®

High Speed Modem Coupler

CONNECTS A PORTABLE COMPUTER TO ANY TELEPHONE EASILY.

- Accoustic coupling with telephone handset
- Industry standard telephone to modem connector RJ-11
- Full or Half Duplex Communication Mode

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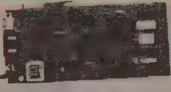
INTERNAL 2400 BPS MODEM 9600 SEND 4800 RECIEVE FAX

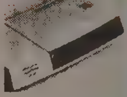


Communication Software
#2087650

$12.99

DESKPORT 28.8 EXTERNAL MODEM

FULLY V.34 COMPLIANT



- Parallel Port Interface for true 28,800 bps throughput in Windows-Standard Serial
- 14,400 bps Group III Fax
- Compatible with 28,800 (V.34 and V.FC),14,400, 9600, 1200 and 300 bps modems.
- APT- licensed with Windows 95® (Advanced Parallel Technology)

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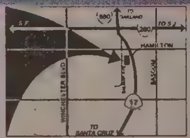
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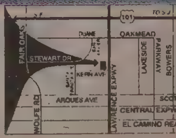
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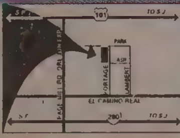
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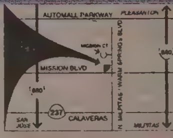
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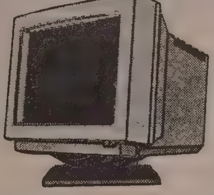

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1280 X 1024

NON-INTERLACED

15" CRT 13.9" ACTUAL VIEW-ABLE AREA

SUPER VGA MONITOR

.28mm Dot Pitch • Digital Control • MPR-II

$429

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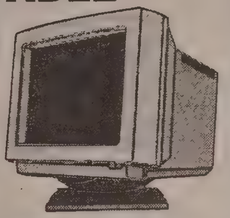
ViewSonic® 17EA

17" CRT

15.7" ACTUAL VIEWABLE AREA FLAT SCREEN SVGA MONITOR



- Up to 1280 x 1024
- .28mm dot pitch
- Digital Control
- Speakers Built in

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17ps

1280 X 1024

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17" CRT*

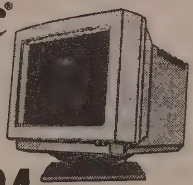
SUPER VGA MONITOR

1280x1024 • Non Interlacd • .27 mm Dot pitch Plug n Play • TCO

*15.6" Actual View Area

$719

#46248



ViewSonic®

15GA

15" CRT*

1280 X 1024

MULTIMEDIA MONITOR

• Plug N' Play • Digital Control • .28mm Dot Pitch • Speakers • Stereo Sound

$539

#46228

ViewSonic®

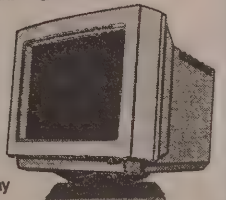
17ps

1280 X 1024

NON-INTERLACED

17" CRT*

SUPER VGA MONITOR



1280x1024 • Non Interlacd

• .27 mm Dot pitch Plug n Play

*15.6" Actual View Area

• TCO

$959

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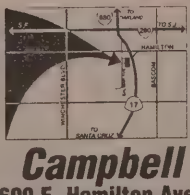
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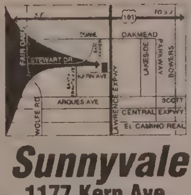
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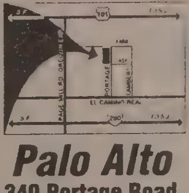
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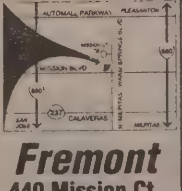
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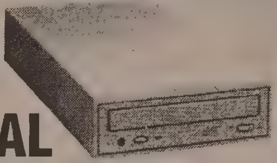

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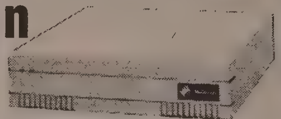

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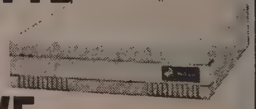

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•Cables and software included.

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AppleCD™ 600e

Quad Speed CD-ROM

- •600KB/Sec data transfer rate
- •167.5ms random seek
- •256KB buffer memory

Authorized Reseller

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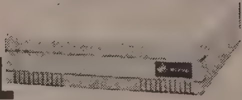

1 GB EXTERNAL HARD DRIVE

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- • Cables and software included

NU DESIGN $479

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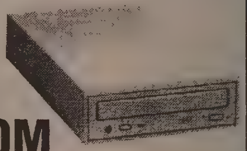

SIX SPEED EXTERNAL SCSI CD-ROM

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- • NEC Mechanism
- • Cables and software included

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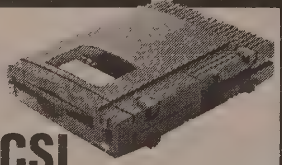
iomega



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For Macintosh®

- • Power Mac 8100, 8500, 9500,Q800 & 840 AV only • 12 ms seek • 256k read/write cache
- • 1GB cartridge included

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NuDesign 4x Multimedia Kit

For Macintosh®

- • Cables and software included
- •10 software titles

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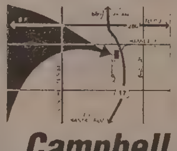

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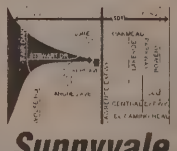

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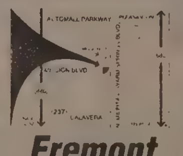

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- 9.5msec Average Seek Time
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- With 68PIN to 50PIN adapter

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- 512KB Buffer
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- 8.6ms Seek Time
- 7200RPM
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- 512K Buffer

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540MB FAST SCSI-II HARD DRIVE

- 12ms Seek Time
- 64KB Buffer
- 4500 RAM

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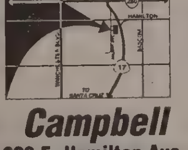
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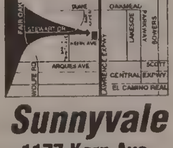
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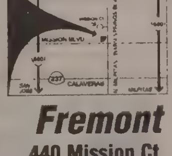
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540MB 2.5" NOTEBOOK ATA-2 HARD DRIVE

GUARANTEED LOW PRICES

- 13ms Seek Time
- 128K Buffer
- 4200 RPM
- 2.76"x0.5"

$339

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GUARANTEED LOW PRICES

- 14ms Average Seek Time
- 128K Buffer
- 3 Year Warranty

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CONNER
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GUARANTEED LOW PRICES

- 14ms Seek Time
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- 3 year warranty
- 3.5" x 1"

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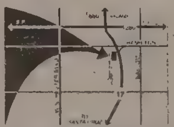

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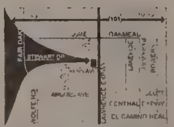

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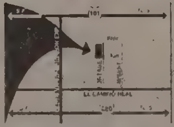

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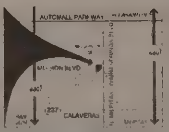

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850MB ENHANCED IDE HARD DRIVE

GUARANTEED LOW PRICES

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- 3 Year Warranty
- 64K Buffer

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$174

FUJITSU

1.09GB ENHANCED IDE HARD DRIVE

GUARANTEED LOW PRICES

- 3.5" x 1"
- 11ms Seek Time
- 64K Buffer
- 2 Year Warranty

#252797

$184

Quantum

Fireball 1.2GB FAST ATA-2 HARD DRIVE

GUARANTEED LOW PRICES

- 5400 RPM • 128K Buffer
- 12 msec Seek Time
- 3-Year Warranty
- 3.5" x 1"

#49831

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Maxtor

2.04 GB ENHANCED IDE HARD DRIVE

GUARANTEED LOW PRICES

- 12ms Seek Time
- 64K Buffer • 4500 RPM
- 3.5" x 1"
- 2 year warranty

#268220

$294

Western Digital

635MB ENHANCED IDE HARD DRIVE

GUARANTEED LOW PRICES

- 10ms Ave. Seek Time
- 64K Buffer
- 4500 RPM
- 3.5" X 1"

#2070823

$169

CONNER

1.6GB ENHANCED IDE HARD DRIVE

GUARANTEED LOW PRICES

- 14ms Seek Time
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- 64K Buffer • 3.5" x 1"

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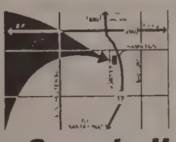

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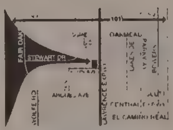

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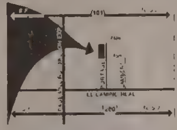

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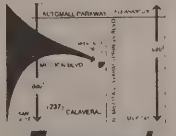

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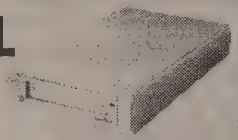

- Travan Technology
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- Windows® 95, WIN/DOS

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- Travan Technology
- External for PC Parallel Port Plug
- Backward compatible with QIC-80 and QIC-80 wide
- Windows® 95, WIN/DOS

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$299

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DITTO EASY 800 800MB EXTERNAL TAPE BACK-UP

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- QIC-80/Wide Comp. Parallel Port Plug
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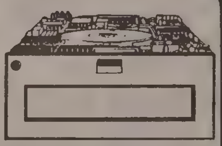

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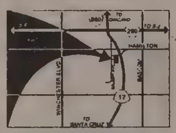

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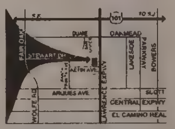

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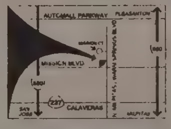

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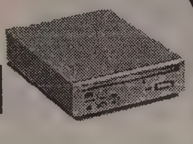

4X IDE CD-ROM DRIVE

- 600KB/sec Transfer Rate
- 240msec Average Access Time

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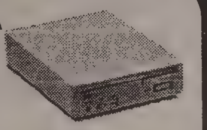

TOSHIBA 5302B 4 SPEED IDE CD-ROM

- Fast 150MS access time with a 600KB/second transfer rate
- 256K Cache

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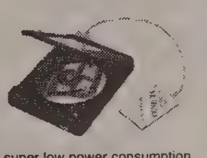

- Portable double speed PCMCIA CD-ROM drive.
- PCMCIA type II commector
- Plug & Play
- No external power required super low power consumption.
- Easy to carry.

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- 135MS access time with 1000KB/second transfer rate
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BlasterCD™ 4 x CD-ROM Upgrade Kit

Quad-speed CD-ROM drive
- IDE interface for increased performance
- 600 KB/sec transfer rate
- 250 ms access rate
- 680 MB data storage with 256 KB RAM buffer
- Multi-Session Photo CD compatible
Bundled Software
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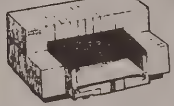

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- 650MB capacity
- 4X Read
- 2X Write
- 1MB Buffer
- SCSI-II Card
- 2 Blank CDs (Media)

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QUICK CD PORTABLE PARALLEL PORT QUAD-SPEED CD ROM DRIVE

- 600 KB/Sec. Transfer Rate
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- High Performance
- Plug and Play Installation
- Simply Connects to Printer Port

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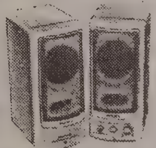

- Built-in amplifier (6 watt output)
- 80Hz-25KHz • Magnetically shielded design
- Two audio inputs mixing
- Supplied AC adapter

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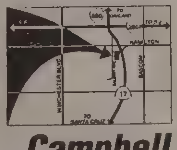

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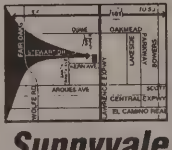

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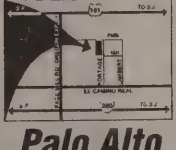

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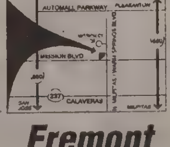

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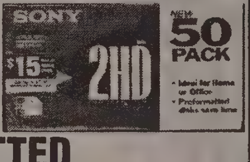
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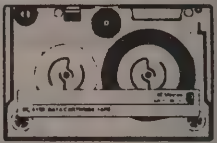

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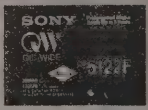
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- 1/4" Data Cartridge
- Works with Conner Tapestor 420
- 2-pack

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PRICE FOR 2 PAK

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For use with Conner TSM 400R-SBE

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For Conner Tapestore 850 and Iomega Ditto 850. (Also works in Travan drives)

$28.99

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QW 3020XLF QIC-WIDE DATA CARTRIDGE 850MB (Native) 1.7GB (Compressed)

For Conner Tapestore 1700 and Iomega Ditto 1700. (Also works in Travan drives)

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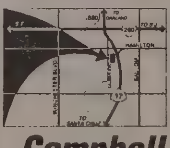

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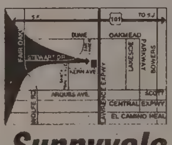
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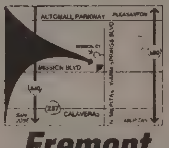
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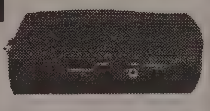

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- See your PC/Mac picture on TV
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- Supports Video, S-Video, RGB
- The Ultimate Scan Converter under $200

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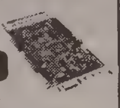

- Value-priced 16-bit wavetable sound card
- Full-duplex for Internet phone applications!
- Simultaneous record and playback
- 16 Stereo channels
- Automatic Windows® 95 Plug & Play setup
- Upgradeable to 8MB of RAM for custom sounds and stunning effects processing
- DAT-quality playback
- 32 Digital channels
- IDE CD-ROM interface
- 3 year warranty

$124

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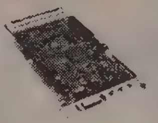

- Value-priced 16-bit wavetable sound card
- Ships with 512K on board D-RAM
- Full-duplex for Internet phone applications!
- Simultaneous record and playback
- 16 Stereo channels
- Automatic Windows® 95 Plug & Play setup
- Upgradeable to 8MB of RAM for custom sounds and stunning effects processing
- DAT-quality playback
- 32 Digital channels
- IDE CD-ROM interface
- 3 year warranty

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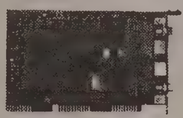

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- Full screen, full motion desktop video editor
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- 30 Frames per second at 320 x 240 resolution
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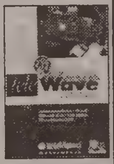

- DSP based wave table & FM synthesis combo sound board.
- 32 simultaneous stereo voice polyphony and General MIDI standard support with 128 instruments
- 2MB of CD-quality sampled instruments sounds store in ROM
- Full Compatibility with all major sound standards including Sound Blaster, MPU 401, MT-32 and Windows Sound Systems.
- Built-in CD-ROM interface supports Sony, Mitsumi, Panasonic and IDE.
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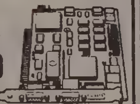

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- 32-Voice Hardware, Wavetable Synthesis
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- 128 Wavetable instument in 2MB ROM

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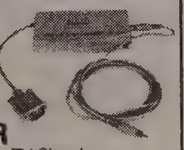

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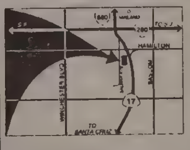

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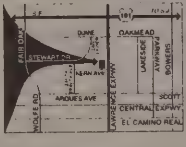

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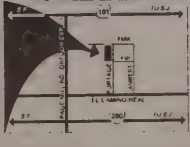

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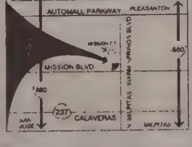

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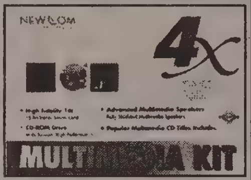
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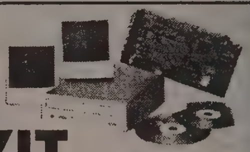

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- 10 CD Titles including Groliers Multimedia Encyclopedia 1995

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In-store price is $189.

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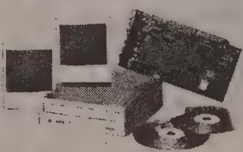

- 4X IDE CD-ROM Drive
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- Sound Blaster Compatible
- Multimedia Internet CD • Grolier's Multimedia Encyclopedia
- 50 great Shareware games on CD • Microsoft 8 Game CD
- Edutainment CD Deluxe (Chessmaster, Mavis Beacon Teaches Typing, U.S. Atlas and World Atlas)
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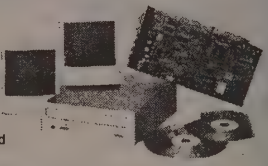

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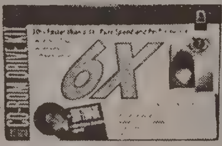
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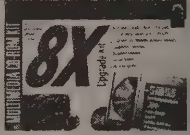
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MULTIMEDIA CD-ROM KIT
Upgrade kit

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- Sound Blaster™compatible
- Windows 95 compatible
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- 4W Stereo Speakers
- 12 CD Titles + 50 Shareware

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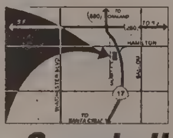
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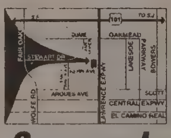
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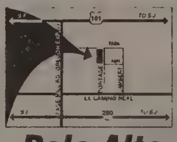
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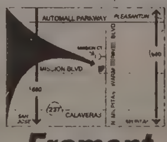
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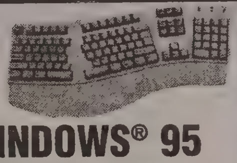

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The shape is rounded and slopes gently to support your hand and wrist and minimize hand motion. It just takes one finger to rotate the trackball. Your other finger to route the trackball. Your other fingers are free to use the two buttons or the side thumb button without causing any accidental cursor movement.
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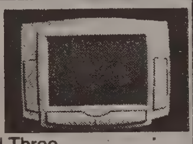

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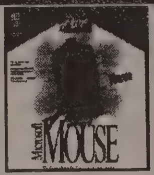

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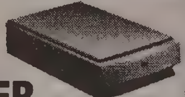

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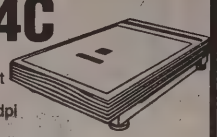

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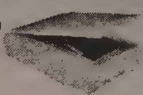

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- One pass or three pass scanning method
- Bi-directional parallel and SCSI interfaces
- Dual connections
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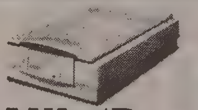

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30-BIT SCANNER FOR MAC and PC

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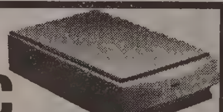

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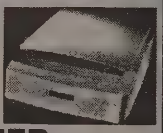
- 1600 dpi x 1600 dpi Maximum Resolution
- SCSI and bi-directional parallel ports
- Includes Adobe Photoshop L.E. 3.0 and Xerox Text Bridge

$749

#19822

Tamarack
ArtiScan 6000
COLOR
FLATBED SCANNER
SINGLE PASS SCANNER



- 300 X 600 DPI
- 30-Bit Color
- MAC and PC Interface
- Graphic and OCR software

$429

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Mustek

SINGLE PASS
COLOR SCANNER
UP TO 4800 X 4800 RESOLUTION

This scanner offers SINGLE PASS true color input, 24 bit per pixel color scans, capturing 16.78 million colors. High color saturation and the distinctiveness of details give the user a better visual perspective of scanned images. Duo 600 offers 256 true gray scale scanning for black and white images.

$389

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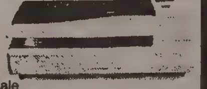
A6000C PLUS-Viewstation
4800 X 4800 DPI SINGLE PASS
24 BIT COLOR SCANNER



- 8.5" x 14" Scanning area
- 300 x 600 DPI optical software interpolation
- Intelligent LCD panel
- SCSI-II
- Long lasting cold cathode lamp
- 16.8 million colors-256 level grayscale

$359

#254657

PageScan™
COLOR

- Provides document management, full color and flatbed versatility in a compact desktop sheetfed scanner
- One-click operation to scan, fax, copy, type, or file
- Easy to install–just plugs into the parallel port
- Scan loose pages or scan bound material with motorized mode
- Integrated software includes Xerox® TextBridge™ OCR, Xerox® PerfectScan® Technology, PageScan™ Image Editor, and Docu Magix™ PaperMaster™ SE
- Windows® 95 compatible

LOGITECH

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#125507

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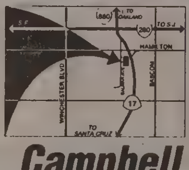
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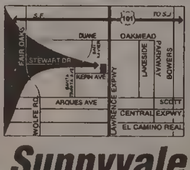
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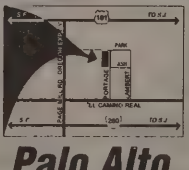
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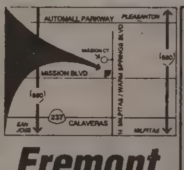
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- High-Speed Fax/Data Modem
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- Hands-Free Audio Headset
- All necessary cables

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MODEL PC3000
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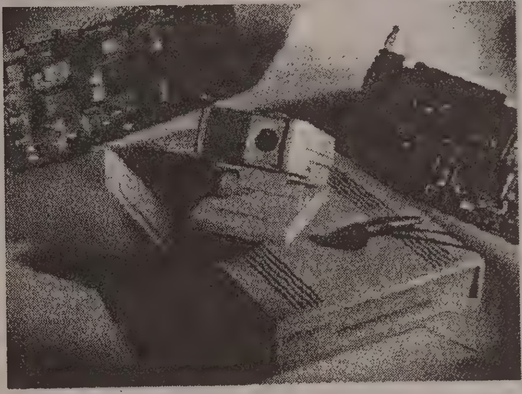

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VideoPhone for Windows®

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- Low Cost Video conferencing
- Over ISDN or LAN
- Easy to Set Up
- Supports Any Video Device
- Adjustable Conference Bandwidth

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- Ultra-compact video head using 1/4" Color CCD
- Monaural microphone in base with phono output jack
- Video phono output jack for composite video signal
- High resolution video using S-video output jack and 270,000 pixel CCD
- Flexible arm (10") with swivel mounted camera head
- Manual focus (less than 1/2" to infinity)
- Manual iris for shooting in different lighting conditons

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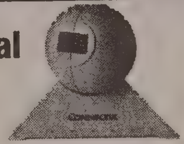
QuickCam Digital Video Camera for Windows



- CCD based digital video camera
- Resolution up to 320x240 pixels
- QuickTime and AVI movie recorder and editor
- Still picture capture utility
- Windows 95 compatible video screen saver module
- Desktop photo gallery application
- Camera Stand

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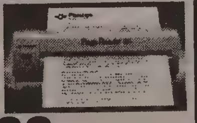
PAGE READER 800



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- It Faxes Just the Way You Expect
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Built-in Automatic Document Feeder
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It's Fast! Less than 10 seconds per page
Setup is easy! Parallel port connection
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It's Automatic! Insert your documentsand begin scanning
It's Powerful! Links directly with virtually any application
Two Year Warranty

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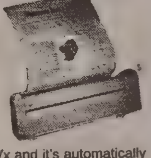
PaperPort Vx OCR Scanner



- 256 Gray Levels
- Feed any piece of paper intoPaperPort Vx and it's automatically displayed on screen!
- Software package included

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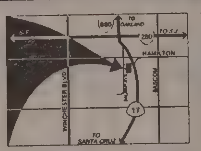
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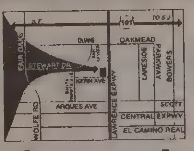
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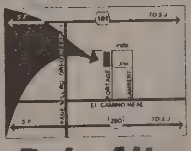
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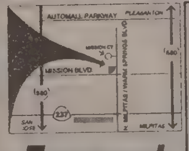
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The Print Shop® Deluxe Ensemble™ II enables you to create and print eleven versatile projects, including greeting cards, signs, banners, certificates and much more. It is Windows 95 compatible, and includes several new features. The Graphics Browser allows you to search over 4500 coordinated row, column. border and square graphics, by subject, keyboard or project text. Choose from over 4500 graphics from birthdays to Christmas, wildlife to sports, and business to food.

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Davidson.

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Myst is an adventure game unlike any other, with stunning 3-D photo realistic worlds. Myst is a surrealistic exploration, where every vibrant rock, scrap of paper and sound may hold vital clues to your unraveling a chilling tale of intrigue and deceit.

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Join the Rebel Alliance's Covert Operations Division, infiltrate the Empire, then battle every man and machine the Imperial Forces can muster. May the Force be with you.

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Custom multiple processors for the most realistic 3-D graphics rendered in real-time and the most responsive gameplay ever.

- 360-degree movement provides ever changing 3-D perspectives to enhance realism. • Full Frame video at 30 frames per second for the highest quality images.
- 360,000 polygons per second giving a smoother, more realistic look to the graphics and movement of the games. • 2MB of RAM, 1MB VRAM. Players can download an entire game into RAM memory. • Includes custom controller, AC power cord and stereo AV cable.

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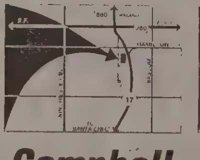

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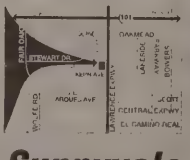

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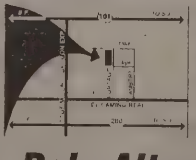

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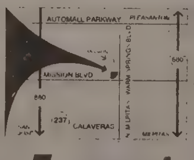

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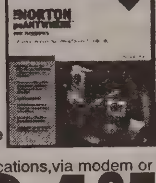
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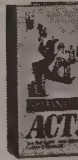

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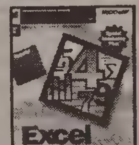

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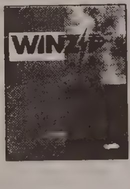

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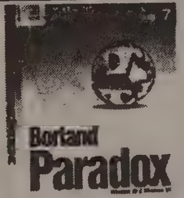
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Paradox 7 COMPETITIVE UPGRADE FOR WINDOWS® 95

Paradox delivers the best combination of ease of use and performance, and the smoothest transition to Windows® 95.

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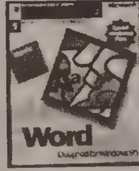

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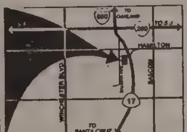
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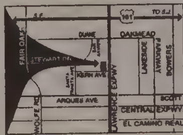
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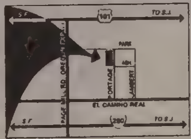
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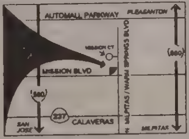
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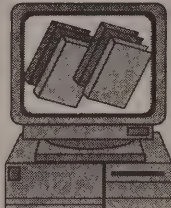

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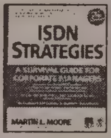

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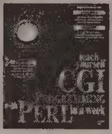

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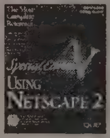

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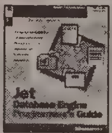

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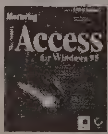

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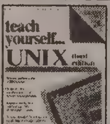

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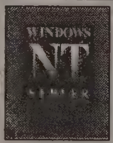

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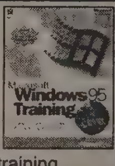

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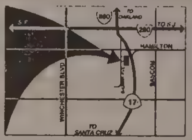

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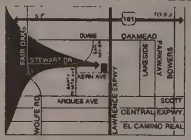

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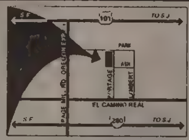

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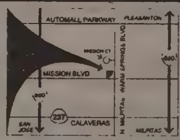

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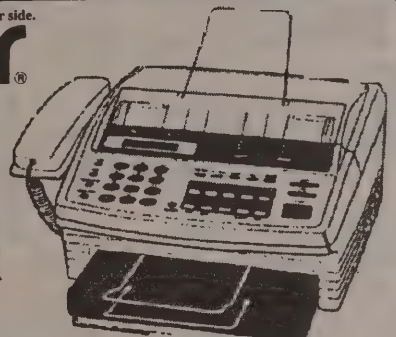

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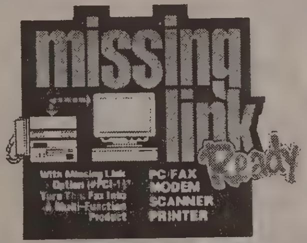
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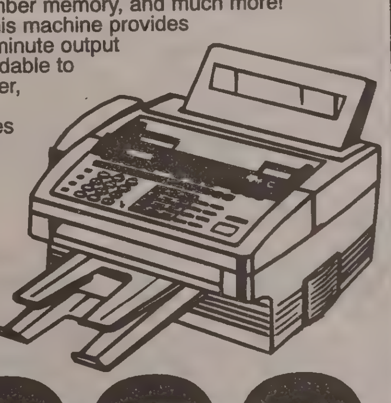

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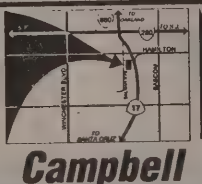
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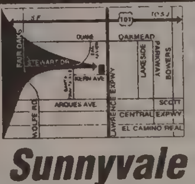
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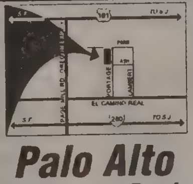
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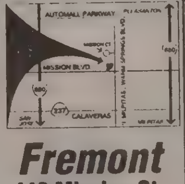
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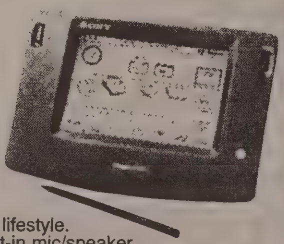

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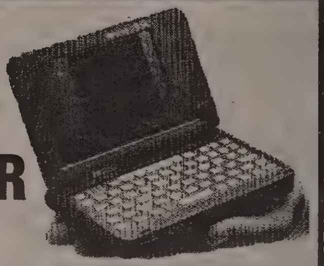

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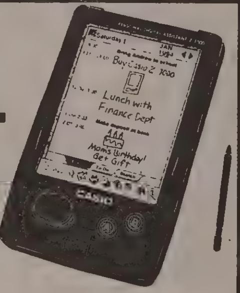
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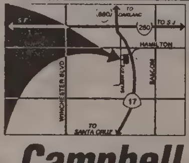
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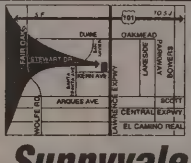
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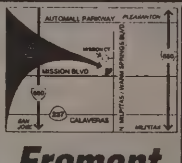
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THREE LINE SPEAKERPHONE WITH LCD DISPLAY

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MODEL KX-T9500
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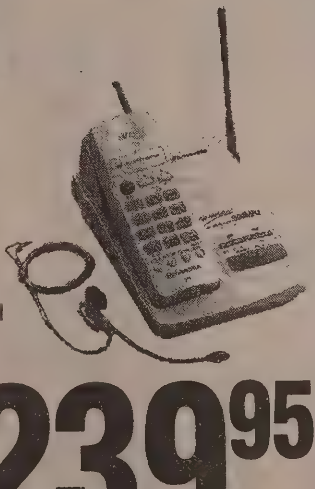
900MHz MINI CORDLESS PHONE WITH MIC HEADSET



This Panasonic 900MHz cordless phone features a unique palm-sized design with lighted keypad, 30 channel access, high gain rubber antenna, reversible handset, sound charger, noise reduction technology, and more, all for just....

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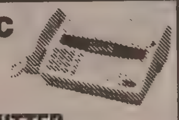

Panasonic line of fully featured fax machines start with this compact model which includes 64 level grayscale, super thermal paper compatible, paper curl reduction, 164' paper roll capacity, 15 page document feeder, distinctive ring, delayed transmission, paper save mode, telephone directory with alpha-search, 12 station one-touch with 28 station speed dialing, and much more. All for just...

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Model KX-F550
#1944271

Panasonic

FAX MACHINE WITH PAPER CUTTER, SPEAKERPHONE AND ALL DIGITAL ANSWERING MACHINE

Panasonic line of fully featured fax machines includes this compact model which with 64 level grayscale, super thermal paper compatible, paper curl reduction, 164' paper roll capacity, 15 page document feeder, distinctive ring, delayed transmission, paper save mode, telephone directory with alpha-search, 12 station one-touch with 28 station speed dialing, and much more. All for just...

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Model KX-F750
#1944282

Panasonic

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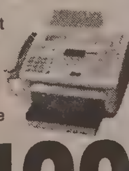

From the new line-up of Panasonic fax machines comes this fully-featured unit with 250 sheet paper capacity and adjustable letter/legal tray, a 15 page document feeder, 64 level halftones, reduction/enlargement copier functions, hands-free speakerphone, 60 number speed dialer, activity reporting, handset volume control, and a whole lot more! Now just...

$429

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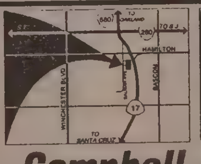
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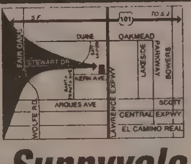
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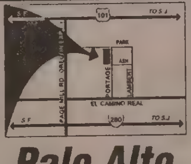
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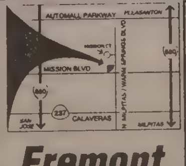
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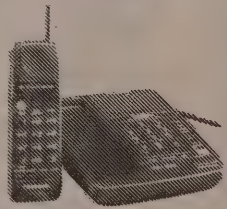

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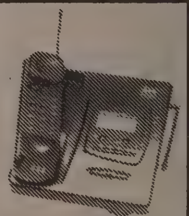

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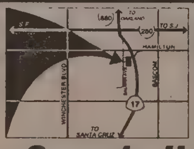

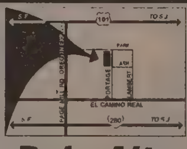

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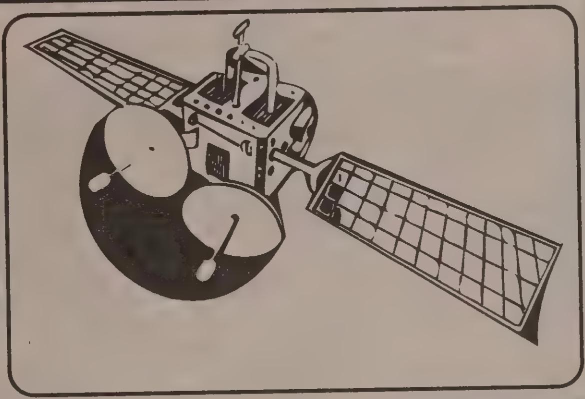

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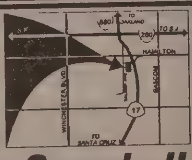
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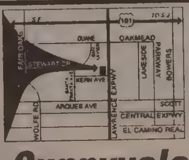
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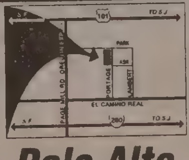
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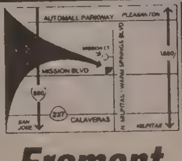
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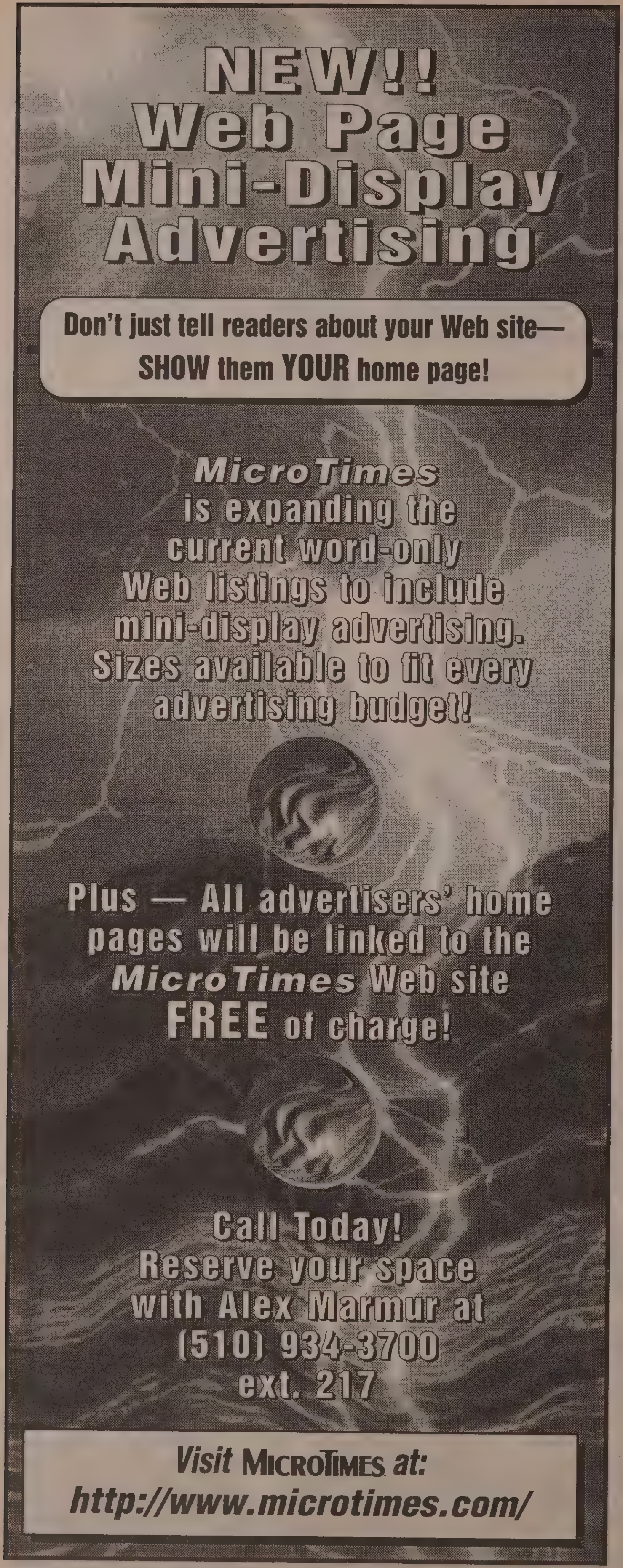

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Yeah. I think it speaks very well of Apple's fundamental desire to listen and to change. In fact, my mantra when I drive into work in the morning is, "They didn't hire me to change *me*."

This culture is very strong. There are certain ways to do things, and very quickly when you come into this environment you have to determine what is appropriate.

Certainly there have to be rules. Certainly if you want to leave a door open you've got to call a security guard, because this is an R&D facility. Technology espionage does occur. I recognize that.

But there are other things here that they do because they've always done it that way, and at a certain point you have to be able to say, "Why?" You have to be able to think that you came in here, not because they wanted you to conform, but they wanted to learn from you and experience what you have to offer.

You have to kind of maintain that attitude, because certainly there are people here who are uncomfortable with the concept of somebody coming in and challenging the way we do things. But there is not a person that you could talk to here who just says, "Oh, everything's fine, we don't really need to change." And that's very encouraging as well.

Bill Gates said, "The forces of capitalism will do the job for us if we just channel them correctly." We have to understand the forces of capitalism, and how they relate to the industry that we work with.

Coming from the developer side, you've said that as the CEO of a software company you'd sometimes have to make a non-Macintosh decision, and that as a developer you'd sometimes have frustrations with Apple. Now you're in a position to address that.

"And now I *are* one!"

Now you are one. What were some of your frustrations, and what do you see as being possible to fix them?

Well, I think one of the first and most immediate ones is that as the CEO of a $15 million software company, I can't tell you the last time an Apple employee called me proactively. That to me was a problem.

Why does that matter? Well, because I'm making decisions. I'm making decisions on where to invest dollars. And even if you're a $3 million software company you probably have a couple million dollars' worth of R&D-product-marketing-type money that you're spending; in fact it's probably a little more than that.

As CEO, I'm going to bet my dollars. So somebody at Apple, I would have thought, would have been caring about what I was thinking.

In the olden days, when you were starting out and Guy was running evangelism, somebody would have.

Yeah—I think, again, there have been different models they've tried to run the developer relationship activities under. A lot of things are in transition and they needed somebody in this position to be willing to put their stake down and say, "I'm going to do this."

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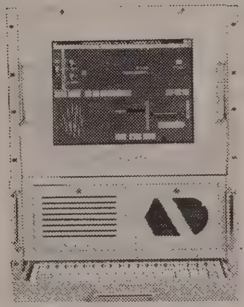

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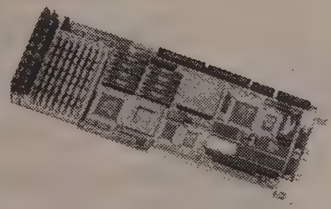

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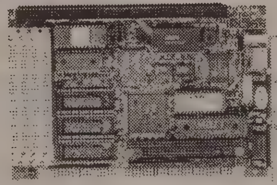

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- Watchdog timer 0.5-5 sec.
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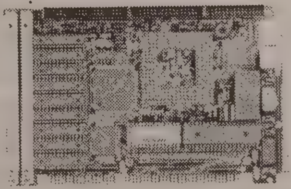

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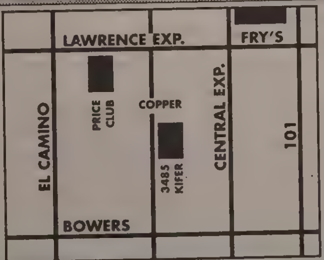

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Guy and I will probably argue about this, but to me the role of an evangelist needs to evolve into a role of almost, for lack of a better term, guardian angel. I want to know that every software company has one person here that they know is going to return their phone call.

They know that I'm going to find them the tool they need. They know I'm going to tell them the hard things—"No, you didn't get bundled. The person who made the bundling decision used the following criteria, and your product wasn't chosen. Here's what you can do to get in the loop next time. Here's how it's going to be."

I want systems in place that people understand, so our developer community understands what we're doing to support them, and when they feel they didn't get supported, they know why.

As important as that, I want 100% coverage, because if we only rely on people inbound, we're going to miss all the people who choose to blow us off. The people who decided we're just not worth talking to aren't going to call us up and say, "I've decided not to talk to you any more. [*laughs*] Here are the reasons why, here are the things I think you could do to improve the situation." We haven't built that relationship.

There's a little bit of that in Semper.Fi...

Sure, but again, it's self-selecting.

Exactly, the fact that they're still posting to Semper.Fi indicates that they think there might be some hope of changing it. The people who are really blowing you off aren't on Semper.Fi.

There's a large group of dedicated people here who were already engaged in outreach, but it wasn't necessarily organized to effect 100% coverage.

And they didn't necessarily have the tools they needed, either.

Right, and the support from above to recognize the importance of what they're doing.

As I said earlier, one of the most important things I bring is a two-way communication link. As a spokesperson from the outside coming in, I have an opportunity, I think, to be able to interact and affect how other people at Apple think about this sort of stuff. With the badge I'm wearing, they recognize that I'm not doing this to put forth my own company's mission, I'm doing it to better Apple's position.

Historically, Apple has had something of a problem with fiefdoms and the right hand not knowing what the left hand was doing. A classic example came up on one of Guy's lists the other day—somebody was irate because Citibank had told them their home banking program didn't have a Macintosh version. There was a chorus of "Cancel your Citibank credit cards and get the Apple card instead!" Finally somebody said, "Uh, guys, the Apple card is Citibank..." "Well," said somebody else, "don't you think Apple should use its leverage to get Mac home banking then?"

Clearly there are some coordinating issues. People here have been running against a lot of issues in the market. I think there also has been this encouraging attitude, which has worked very well for Apple—you think something needs to be done, you just go do it.

Clearly there needs to be more coordination. One of the things we're starting to do here, and I'm just beginning to learn about it, is use our own tools to provide a better source of communication. Use Web pages. Use the intranet. Use those things so people know what's going on in other areas, and also be more comfortable working together and not worrying so much about whose area it is.

Maybe it's because of what's going on, but since my coming here, nobody has walked in and told me, "Hey, this is my turf; don't touch it." People are coming to me, and I've met with probably nine or ten other vice-president-and-above people in the last week, just trying to understand...

You've only been here since Monday!

Yeah, I've only been here since Monday. But in the cyber-world, there's no such thing as a start date. Right after it got announced, I think I got 500 emails in the first week.

Everyone realizes that we don't have enough time here to spend time worrying about turf battles. I guess I would speak purely, again, as Heidi the Outside Observer; Heidi, a person whose other company just went through a new CEO. Deluxe just got a new CEO, and they're not an $11 billion company, they're a $2 billion company, but they're going through a lot of issues just like Apple is.

When a new CEO comes in, I think there's an opportunity for a fresh look at a lot of things. Sometimes a historical situation builds a wall, and that person doesn't understand it. The new person says, "Why is this?" If you're there a lot of times and you watched the wall getting built, you learn to accept the wall.

And you try to work around the wall, and maybe find a little door here, but for the most part, you say, "Well, the wall *is*."

The opportunity right now is there are no walls at the moment. Or, there are walls, but somebody better explain why there's a good business reason to have the wall, or I think it's going to have to come down.

Again, I haven't been here. I haven't experienced any of those problems. All I can say is I'm enthusiastic about the attitude I'm seeing since showing up.

At the end Bill Krause stood up and said to Nagel, "Dave, don't take it personally. We're all beating you up and giving you the best of our wisdom about what Apple should do because there is no company that Silicon Valley wants to succeed more than Apple Computer."

What do you think are the core Apple values that survive all the thrashes?

The desire to change the world, really, by having one of the best computing experiences that one can have. I really do believe there is a fundamental customer focus here. A lot of customers will argue and say, they didn't address *my* needs in this area or that area.

But ultimately we're not interested in building second-best and being an also-ran. There's a core fundamental value here that we want to be state-of-the-art.

What kind of products would you like to see that you're not seeing? I know you just got here...

[*laughs*] Oh God, I haven't even looked out there. I'll give you a generality.

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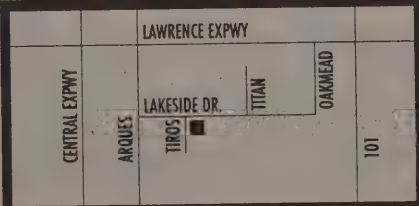

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crystal ball isn't any better tuned than anyone else's; fortunately, no one else's crystal ball seems to be any better tuned than ours. This entire industry is being thrown up in the air, and it's going to fall down in an entirely new way now.

The implications of the Internet in terms of software delivery tool, the different kinds of consumer models that are being looked at today, the different areas that technology is taking us, Moore's Law and all the things that are happening, mean that things change very rapidly. There is no reason why this company cannot capture some of those really, really large things, and there are a lot of people who are thinking about that kind of stuff.

I would say one of the things I have to do in my role is make sure that next quarter there are still word processors and spreadsheets and databases and presentation products and desktop publishing and all the things that are the meat and potatoes of our business today, and will probably continue for a long time. We have to make sure those companies are supporting us, exploiting our platform, and making money doing so.

On the other hand, there are the great categories that we can't think of. That's one of the problems and the beauty of this job—I don't need to figure out what Mac's future is going to be, but I need to be a really good listener, and we need to be pretty logical about how we look at things.

We need to be good understanders of history—go back and look, where did PageMaker come from? Where did Lotus come from? I've been a software entrepreneur since 1979; I have lots of history that I can go look back on and understand where things came from, so maybe that gives me a little bit of a sense of what needs to come together to make somebody successful. And we don't have to place just one bet.

One of the things I was talking about with some of my gang this morning is, we really need talent scouts. That's why I liked the guardian angel thing, although I hate the religious—I'm trying to get away from Apple as a religion and I need to get Apple into the business and the first analogy I come up with is guardian angels—maybe that's not the right thing.

But we need talent scouts. We need somebody who's picking up *PC Week* or going to PC Expo or walking around COMDEX, and instead of going to the big booths, they're out in the periphery with the guy with the curtain and the table with the white top and the one machine that they drove there in their car because they were too afraid to ship it because it's also their development machine, and they've got something interesting. We need to be able to go out and foster those relationships.

Believe me, I'm not one of those people who's going to come in and say, "We only need to focus on the big guys." We need to focus on enterprise, the big guys, the ones who, if they're not going to be Mac First or Mac Best, they at least better be Mac Equal, and we need to make sure that they do that.

Then we need to focus on the breadth companies, the T/Makers of the world, the people whose needs are relatively simple if you understand them as businesses. Presumably there are things that you can do to help them support Macintosh that will help them make money. They're the ones that provide this wonderful richness to the platform.

And then you've got the next PageMill, the two or three guys who say, "We know how to do something. And that something may not matter today, but it's going to matter in two or three years." We ought to be talented enough to go out and identify those.

And have enough resources. Maybe it's just matchmaking, it doesn't necessarily mean that we hand out equipment or money or something—I call [venture capitalist] Ann Winblad and say, "You really ought to look at this, Ann..."

I'd like to think one of the things that needs to be done is that we need to reinvigorate the venture capital community. It isn't that we need to go out and talk to them about all the statistics about how many people come to the developer conference—that's not as important as, "Can I please show you a business model where somebody actually did a Mac-only product and made a lot of money?" Because that's all the venture capital community wants.

It's kind of funny how many people don't understand how venture capital works. They give you money, and five to seven years later you're supposed to give them a lot back. That's all they care about.

It's not Santa Claus...

It's not philanthropy, they don't do it to support certain platforms, they do it to make money.

So it's very simple—how do you turn the development community around? Prove to the VCs that they can make money supporting Mac developers. I know it's not going to be simple; there's a lot of steps to take, but at least I understand what the goal is. No, we can't fund everybody doing anything interesting that may be out there in our future, but on the other hand, we can help. We need to be actively involved in trying to figure out who those people are, and when in doubt, give them the benefit of the doubt and try to get them going through some creative effort.

Do you see the return of the glory days, of easy-to-get development machines and lots of support and hand-holding? Apple built this great developer program because it was starting a platform from scratch, but now the world is different.

That's a really tough issue. The world is a different place, and different companies have different needs. For example, I'm sure if I shipped Microsoft three free Macs, it wouldn't make a bit of difference on whether they support the platform or not. On the other hand, literally one of my first emails was from a guy who doesn't know me. "I read your name and I need your help. I only own one computer, and it's in the shop, and it's being delayed, and they can't get a part, and I can't get my computer back, and I can't develop my program."

So I forwarded it to Shirley Stas; she dealt with it; the guy got his computer; he's thrilled. There's a case where we don't even have to spend money, we just have to expedite, because that person doesn't sit at Microsoft or Lotus where they have hundreds of Macs and you turn yours in and you go pick up another one and you keep doing your job.

So I think we have to be a little more sensitive to the various needs of people. As much as I'd love to give tons of free equipment away, and I would have been a happy recipient of it, in some places it will be mission-critical in order to make something happen, and other places it'll be a waste of our money.

And your knowledge of that is one of the factors that goes into that decision.

Right. Again, a lot of that is just that we need to develop a system for understanding when people do get bogged down by those sorts of things. A lot of those things have been improved—under Shirley's direction they brought the developer pricing down, they expedited the delivery of the equipment, they've streamlined a lot of things that made it better. If you ask the developer community whether we've gotten better or gotten worse, the ones who actually pay attention will tell you we've gotten better already. It's nice to walk into a job where somebody was already fixing things before I got here!

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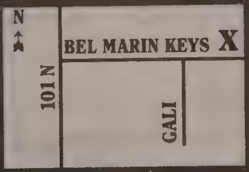

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One of the ongoing historic gripes of developers, which goes back at least to the Silver Surfer days, is that Apple can never quite make up its mind what business it's in, and every now and then something is shaping up to be a nice third-party opportunity, and suddenly Apple decides "Oh, that looks like an opportunity for us..."

Right. There's sort of a very simplistic answer to that, which is that Apple is currently spending a tremendous amount of senior cycle time determining what businesses it is in, and how it conducts those businesses.

> **As a spokesperson from the outside coming in, I have an opportunity to be able to interact and affect how other people at Apple think about this sort of stuff. With the badge I'm wearing, they recognize that I'm not doing this to put forth my own company's mission, I'm doing it to better Apple's position.**

My role is not to get them not to compete with the development community, but to present the developers' side of the business equation. Quite frankly, if the development community's building something, but we built something that's better, and we're going to make a lot of money shipping it, life's hard. There are times when we may make that decision.

All I hear around here is "We don't have enough money to build the things we need to build." It's a time of resource constraint. So if there's someone in the third-party community that will take their own dollars and build something for us, and we can trust them and count on them and they're going to make that a viable business for themselves—once again, let's let the forces of capitalism do the job for us. Let's work with that party to leverage their motivation, and let's not decide to compete with them.

I think a lot of times the reasons those things happen is—again, I've faced this in the company I've just come from—this group has a mission, and that group has a mission, and there isn't a coordinated effort to understand that the greater mission is over here. So just because you can make $5 over here, you make $5 but you blow up somebody's opportunity to make 200 over here, and they drop the Mac as a platform and ultimately you won't sell a system—you'll lose $1000 worth of business down the line. We all have to be cognizant of the ultimate effects of the tradeoffs that we make.

Again, I think the role of Developer Services is, we don't get to go in and dictate whether Claris ships a product or not. But we need to be able to make a fairly senior level aware of the tradeoffs of competitive versus cooperative activities.

Stipulating that you've only been here since Monday, what do you see as the role of Claris going forward?

I really don't know. I have no knowledge of that. I'm meeting with [Claris CEO] Guerrino [DeLuca] on Monday. Let me put it this way—they're one of my biggest ISVs, so I better go pay attention.

I view them as a separate company in my own mind. I recognize that's not true, but if my model of how separate P&Ls need to be run is that Claris should be treating me as a separate company, I'm going to treat them as a separate company.

I need to foster their support; I would like them to exploit OpenDoc and do things like that, and I believe that I've got to give them a good business reason to do so. Doing it for the mother ship is not—if I were Guerrino, I wouldn't do it just for the mother ship, because I don't think that's how his bonus and commission are determined! "Gee, we're sorry Claris lost money, but you did your patriotic duty for the mother ship"—I don't think that's how they treat them, so I've got to respect that.

What do you see as your role and Guy's role?

These were the top three questions I got when I first announced I was taking this job. The first question—they'd say a combination of "I'm really glad you're doing this job, but do you need your head examined?"

The second question is, "Is Apple being bought by Sun?" I have no knowledge of the answer, and I made my decision to take this job independent of any of that. While I want to see Apple as an independent company, I recognize the forces of the market and all that. My reasons for coming here are probably the same reasons as somebody would have looked for in buying the company.

And the third thing people would say is, "I thought that was Guy's job!" So to clarify—Guy is an Apple Fellow.

And not your boilerplate Apple Fellow, either.

Right. He's the first nontechnical Apple Fellow, and his job is to do whatever it is that Guy does uniquely well to foster grassroots support of the Macintosh. He's a man without a portfolio, to the extent that he doesn't have a big budget, he doesn't have people that he's supposed to manage from day to day, he's not responsible for the operation of the Developer Services group.

I'm a line manager and my job is to run the machine that supports the development community and fosters and creates a rich environment for the support of the Mac OS. In that role, I both do the things that that development community needs, and I communicate that development community's message back through Apple. I'm on the executive staff of the R&D group, and I sit in those meetings, and I'm there to represent the development community.

So I have a very formal role, Guy has a very ambassadorial role. Clearly we're going to overlap. Luckily Guy and I get along great—we used to hang together a long time ago.

Guy is so good at what Guy does that he needs the freedom to go off and do that. At the same time, there has to be a support role of a more structured approach to this, and that's what I do. Guy and I are coordinated; we talk to each other constantly, we email each other all the time. I'm real supportive of his approach, and I think he's real supportive of mine. His interests are somewhat different than mine, but we're both arrows pointing in the same direction, and we're real comfortable working together.

If you had one statement you wanted to make to developers at large, what would it be at this point?

Be willing to give Apple a fresh look.

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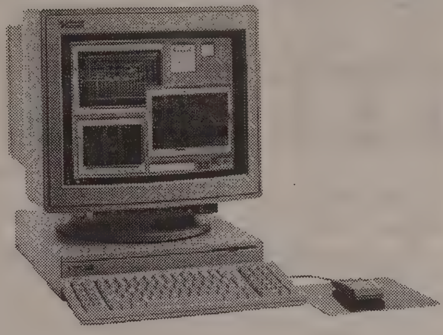

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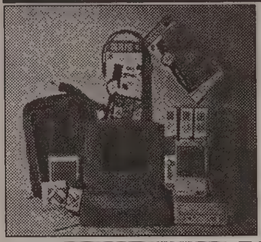

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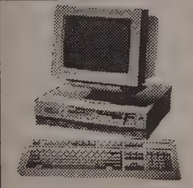

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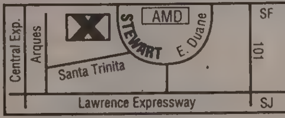

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The New Evangelism

Guy Kawasaki On Rekindling Fervor And Zeal

By Mary Eisenhart • Photo: Anne Knudsen

There was great rejoicing last year when Guy Kawasaki returned to his former stomping grounds as an Apple Fellow, and great hopes that he'd be able to revive the passion that had enabled an upstart nonstandard funny-looking computer to become an entrenched favorite worldwide.

Kawasaki, longtime readers will recall, spearheaded Apple's initial Software Evangelism program, which induced developers to bet their companies' future on an untried platform and kept Macintosh at the forefront of personal computer innovation. Since his departure from Apple, he's served as CEO of ACIUS, written many books and columns, delivered innumerable state-of-the-art demos. His latest guerrilla marketing treatise, *How to Drive Your Competition Crazy: Creating Disruption for Fun and Profit* (ISBN 0-7868-6124-X) is published by Hyperion.

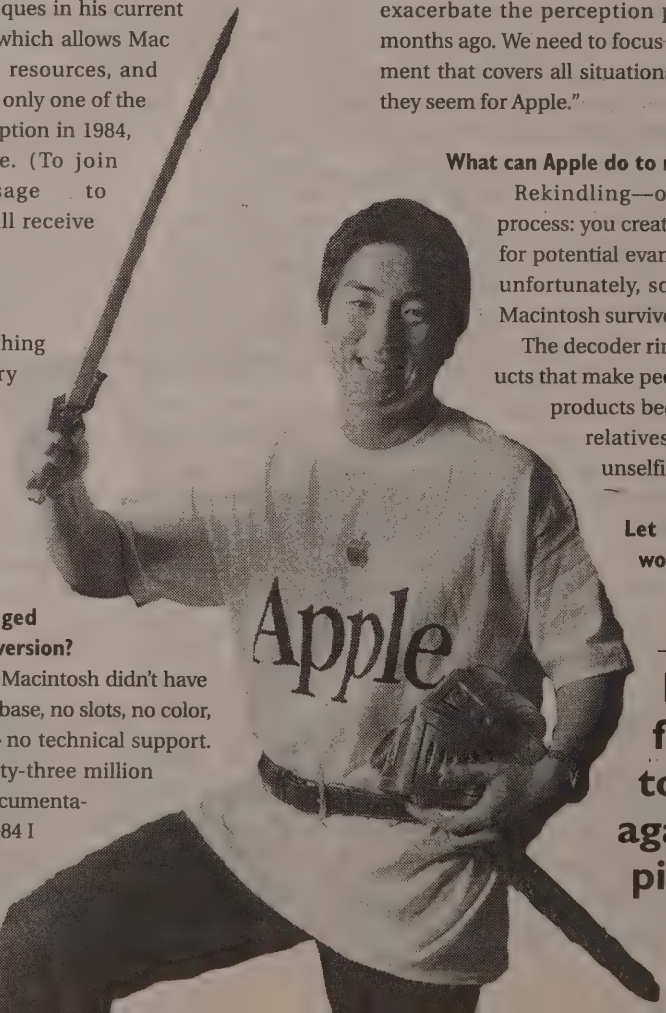
One of his chief cheerleading techniques in his current endeavors is the EvangeList mail list, which allows Mac aficionados worldwide to share info, resources, and Microsoft jokes with each other. This is only one of the tools available now that wasn't a real option in 1984, and Kawasaki puts it to good use. (To join EvangeList, send a message to *evangelist@macway.com*, and you will receive instructions.)

What exactly does an Apple Fellow do?

If you negotiate well up front, anything you want. The other fellows are very technical, and several possess PhDs. I'm not technical, and all I possess are scars. I'm in charge of fostering loyalty to Macintosh and catalyzing fervor and zeal in the Macintosh community.

How has Macintosh evangelism changed between its 1984 version and its 1996 version?

Actually, it's easier now. Back in 1984, Macintosh didn't have enough memory, and it had no installed base, no slots, no color, no hard disk, little documentation, and no technical support. Today, it's got plenty of memory, twenty-three million installed base, slots, color, hard disks, documentation and much better support. Back in 1984 I had to fight against reality; today I have to fight against perception. I'd pick today's problem anytime.



If it's so easy, why is the general perception that Apple and Macintosh are in trouble?

Sometimes perception isn't reality, and many times life is a real you-know-what. We sell five million computers a year—this means that there is a Macintosh software market of twenty-five million pieces of software. Not exactly a niche. We lead in user loyalty and out-of-box experience. We're always in the top three manufacturers in terms of market share. If Apple were a car manufacturer we would have the combined market share of Chrysler, Mitsubishi, Cadillac, Lincoln, Acura, BMW, Volvo, Lexus, Mercedes, Eagle, Infiniti, Saab, Land Rover, Jaguar, Audi, and Porsche. Every "platform" I'd like to drive is on this list.

This is not to say that we aren't facing challenges and that we didn't exacerbate the perception problem during the feeding frenzy a few months ago. We need to focus and fight back. Tell your readers that a statement that covers all situations is, "Things are never as good or as bad as they seem for Apple."

What can Apple do to rekindle the fervor and zeal?

Rekindling—or kindling—fervor and zeal is a simple process: you create great products, add a modicum of support for potential evangelists, and get out of the way. Frankly, and unfortunately, some of the evangelistic fervor and zeal for Macintosh survives despite Apple.

The decoder ring of evangelism is that you must have products that make people better. Then people will evangelize your products because they improve the lives of their friends, relatives, and colleagues. Evangelism is rooted in unselfishness.

Let me put the question another way, What would you do if you were CEO of Apple?

Not necessarily in this order, I'd reduce

continued on page 236

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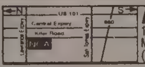

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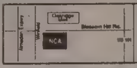

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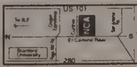

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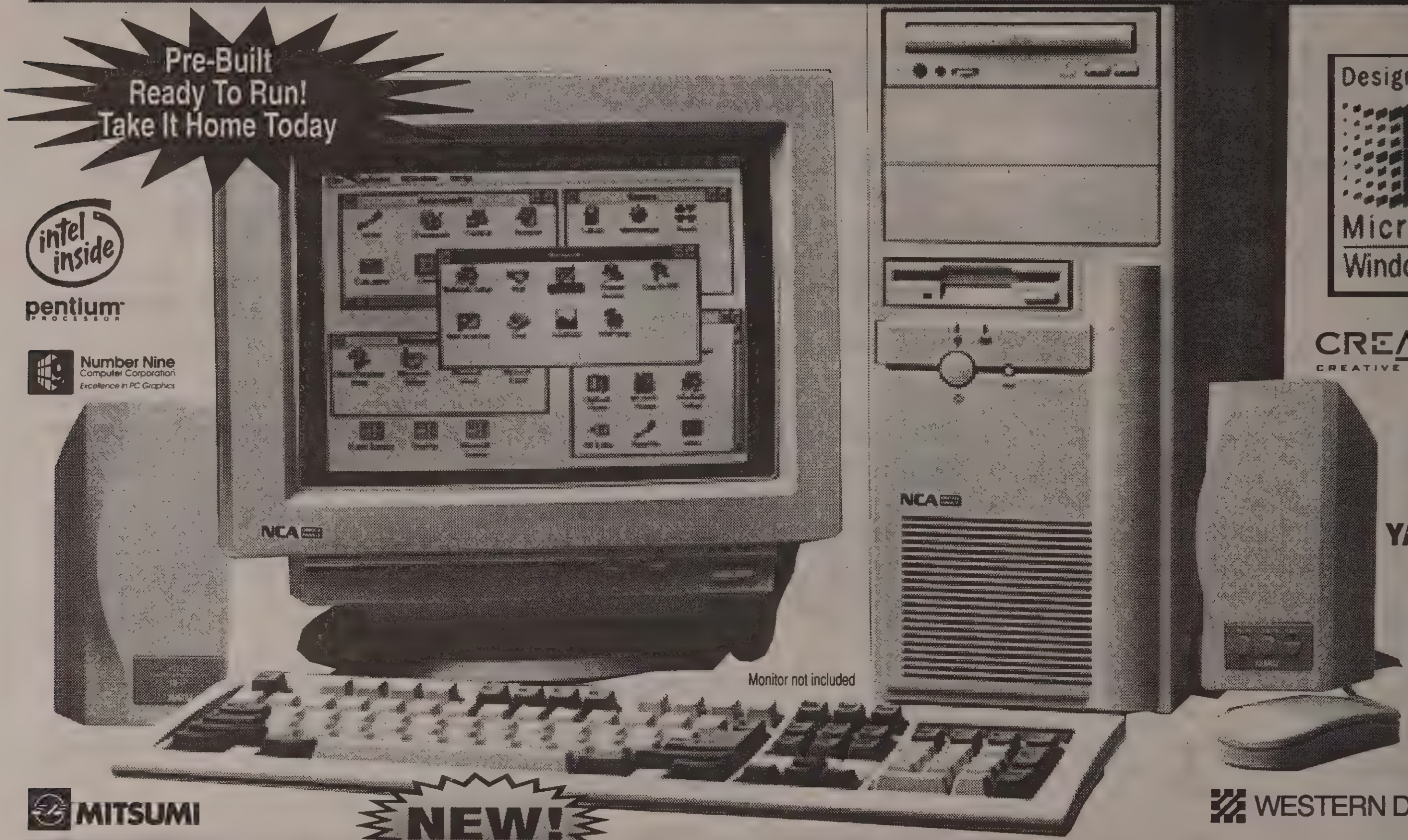

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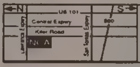

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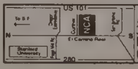

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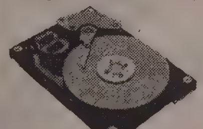

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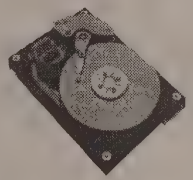

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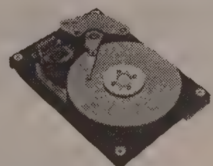

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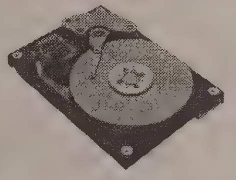

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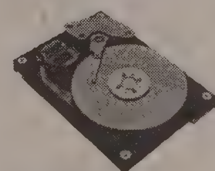

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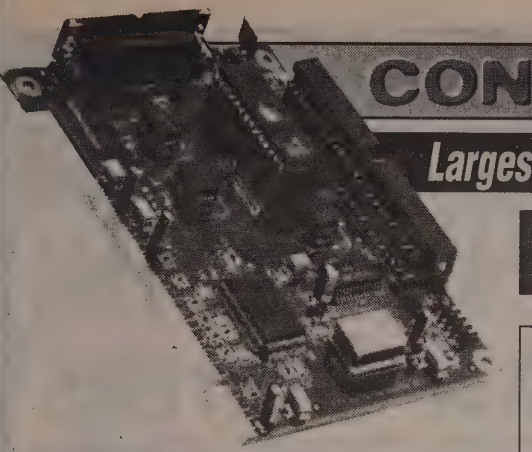

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- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous and asynchronous data transfer

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- Up to 7 SCSI devices supported simultaneously
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- Programmable I/O (PIO) data transfer
- Compatible with 133MB/sec. PCI local bus specification

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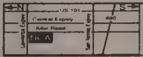

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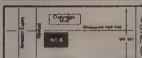

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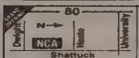

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Maximizes PCI-system performance with easy-to-use RISC-based SCSI I/O

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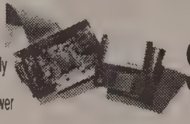
- Full 32-bit wide data transfers
- Supports up to 7 individually configured SCSI-II devices simultaneously (asynchronous and synchronous)
- Includes software for SCSI tape backup (Back Basics), Photo CD Viewer (Magic Lantern), and CD player applications



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SCSI Master (Plug & Play) / AHA-1542CP

Easiest way to add high-performance Plug & Play SCSI to your system

- 10MB/sec. burst data rate on the ISA
- 10MB/sec. synchronous burst data rate on the Fast SCSI-II bus
- 16-bit data transfer on the ISA bus
- Full multitasking and multithreading
- Supports up to 7 SCSI devices simultaneously
- Supports up to two floppy drives
- Designed to support double-, quad-, and six-speed CD-ROM drives

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Complete 32-bit VL-to-Fast SCSI & VL-to-EIDE host adapter

- AVA-2825 VL-to-Fast SCSI & VL-to-E-IDE (enhanced IDE)
- Connect up to 7 SCSI devices
- Up to 2 standard or enhanced IDE devices
- Up to 2 standard and 1 floppy tape drive
- Adaptec EZ-SCSI lite software
- Up to 5MB/sec. synchronous on SCSI bus
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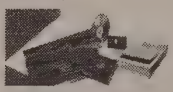

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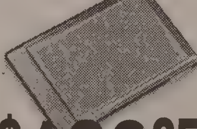
Slim SCSI / APA-1460

16-bit PCMCIA-to-Fast SCSI-II host adapter

- Compact design - Type II credit card sized adapter and 3-foot cable only weigh 6.4oz.
- 32-wire cable ensures clean SCSI signals and reliable connection
- Up to 7 SCSI devices
- 2MB/sec. host bus data transfer rate (16-bit)
- 10MB/sec. synchronous data transfer on the SCSI bus



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- Programmable I/O (PIO) data transfer
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INCLUDES TR-2 CARTRIDGE

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MyTape 800

800MB Internal Tape Backup

INCLUDES TR-1 CARTRIDGE

Includes:

- Internal Cable
- Detailed hardware guide
- 5.25" mounting bracket
- 3.5" Form Factor internal Tape backup drive
- All Aluminum Chassis
- 5 Year Warranty
- Easy-to-use software for DOS, Windows & Windows 95 with step-by-step manual.

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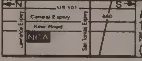

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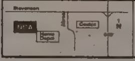

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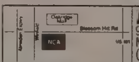

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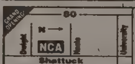

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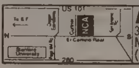

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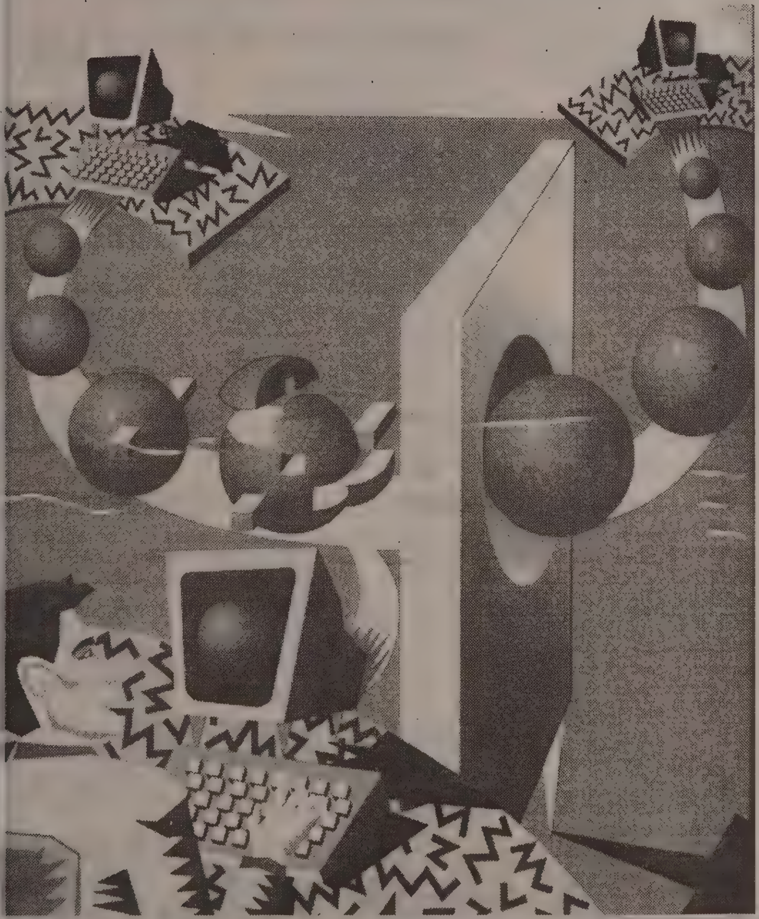

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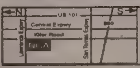

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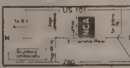

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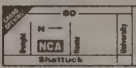

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TAPE BACKUPS, REMOVABLES, OPTICALS

Largest Selection Of Mass Storage Drives...At Low Prices, Guaranteed!*

Recordable CD Drives

Low Price Guarantee!*

PHILIPS *CDD 2000*

Internal SCSI-2 5.25" Recordable CD Drive

1/2 height 5.25" third generation CD recorder

- **CDD 2000 - Bare drive**
- 740MB max. capacity
- 74 minutes audio recording
- 1MB internal cache
- Power tray loading
- Write speed: 1x, and **2x**
- Read speed: 1x, 2x, and **4X**
- Record CD-ROM (XA), CD-bridge multisession, CD-I, & CD audio disks

2X RECORD! 4X READ!

NEW!

$799.95

Low Price Guarantee!*

HEWLETT PACKARD *HP SureStore CD-Writer 4020i*

Internal SCSI-2 650MB, 5.25" Recordable CD Drive

Comes with a complete software suite for creating custom CDs, along with the necessary media, cards, and cables to begin recording immediately.

- **C4324A**
- 650MB, 74 minutes audio recording
- <390ms access time
- 1MB recorder buffer
- Write speed: 1x(150KB/sec), and 2x (300KB/sec)
- Read speed: 1x, 2x, and 4x (600KB/sec)

$979.95

Floppy Drives

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TEAC *High Quality*

1.44MB 3.5" $29.95

1.2MB 5.25" $43.95

Tape Backups

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MEMORIES PERTEC

MY TAPE 1600 **NEW!**

1.6GB Internal Travan Tape Backup System

- Up to 1.6GB capacity using data compression
- Up to 19MB/minute backup speed
- Includes full featured Windows & Windows 95 software: powerful, easy to use, drag & drop backup
- Includes cables, 5.25" mounting bracket, floppy interface cable, detailed hardware guide

INCLUDES FREE TR-2 TAPE! ($36 value)

$209.95

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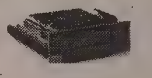
COLORADO MEMORY SYSTEMS

INCLUDES WINDOWS 95 DRIVER!

350MB Internal Tape Backup System

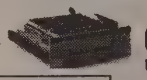
- Up to 350MB capacity using data compression
- Up to 9.5MB/minute backup speed
- 200MB backup in about 20 minutes
- Includes cables
- Includes powerful, easy to use software
- Runs off of floppy port



DJ-35D **$109.95**

800MB Internal Travan Tape Backup System

- First with TRAVAN technology
- Up to 800MB capacity using data compression
- Up to 9.5MB/minute backup speed
- Includes cables
- Includes powerful, easy to use software
- Runs off of floppy port



INCLUDES FREE TR-1 TAPE! ($36 value)

T-1000 **$159.95**

Low Price Guarantee!*

HEWLETT PACKARD

2.0GB SCSI-2, 4mm, 3.5" Internal DAT TAPE DRIVE

- 2GB of Data on a Single Cartridge
- Avg. 50sec. File Find (Fastsearch)
- 183Kb/s Transfer Rate
- Uses 60 & 90 meter Cartridge
- Compliant with all DDS DAT Drives

C1534A **$649.95**

4.0GB SCSI-2, 4mm, 3.5" Internal DAT TAPE DRIVE

- Typically 4GB of Data on a Single Cartridge
- Avg. 50sec. File Find (Fastsearch)
- 366Kb/s Transfer Rate
- Uses 60 & 90 meter Cartridges
- Compliant with all DDS DAT Drives

C1536A **$759.95**

Removables / Opticals

Low Price Guarantee!*

SyQuest *EZ-135*

135MB 3.5" EXTERNAL SCSI-II SYQUEST REMOVABLE

Unlimited PORTABLE storage capacity on a 3.5" disk!

- 13.5ms seek time
- 135MB Cartridge
- Cables
- Installation Software
- 1.9MB/sec sustained transfer rate - twice the transfer rate of the Zip Drive
- MTBF 200,000 hours

Includes FREE 135MB Cartridge

$229.95

Low Price Guarantee!*

FUJITSU *2512*

230MB 3.5" Internal SCSI-II Rewritable Optical Drive

- Fast seek time
- 3600RPM
- 256K Cache
- Software for MAC (free upon request)

$519.95

Low Price Guarantee!*

HEWLETT PACKARD *C1716T*

1.3GB Internal SCSI-II Rewritable & WORM Drive

- 512K buffer
- Up to 1.6MB sec. read & 0.8MB/sec write
- Up to 3600 RPM
- 5MB/sec burst rate
- 23.5 average seek time

$1975.95

Low Price Guarantee!*

IBM Imagestar Basic

230MB 3.5" Internal Optical Drive

With the advantage of SCSI performance, reliable storage at a low cost-per-byte, high capacity 230MB and a slim 3.5" format, the Imagestar 230MB Optical Disk Drive from Options by IBM is the perfect choice for all kinds of desktop applications.

- SCSI-II interface
- 230MB capacity per 3.5" optical disk
- Up to 1.4MB/sec sustained transfer rate
- Up to 5.0MB/sec burst transfer rate
- 40,000 MTBF
- 1 year warranty

$555.95

1.3GB 5.25" Internal Optical Drive

When you're looking for the versatility to handle all you large file needs, the multifunction IBM Imagestar 1.3GB Optical Disk Drive provides a perfect solution. Combines multifunction capabilities with a 1.3GB capacity - the only drive that you can use to transport large files on rewritable, CCW Write Once, Read Many (WORM) or permanent WORM media.

- SCSI-II interface
- 1.3GB capacity per 5.25" optical disk
- Up to 1.4MB/sec sustained transfer rate
- Up to 5.0MB/sec burst transfer rate
- 180,000 MTBF
- 1 year warranty

MO-DRIVE

$1688.95

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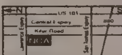

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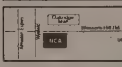

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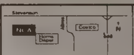

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RECORDABLE SCSI-II CD-ROM DRIVES & KITS

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NEW!

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PHILIPS
PHILIPS

- 1/2 height 5.25" 3rd generation built-in CD-Recorder
- Double-Speed record & up to Quad-Speed read
- 1MB internal cache
- Record CD-ROM (XA)
- CD-Bridge Multi-Session
- 740MB Max. Capacity
- CD-I & CD-Audio disks
- Motorized Tray loading

Internal Bare CD Recorder .... $\$799^{95}$

Internal CD Recorder with Corel for Windows 95, NT & 3.1.1+ (on CD-ROM), Adaptec AHA-1540 Bus Master & Drivers, 2 blank CDR Disks, SCSI Cables, mounting kit & Manual .... $\$959^{95}$

External CD Recorder with Corel for Windows 95, NT & 3.1.1+ (on CD-ROM), Adaptec AHA-1540 Bus Master & Drivers, 2 blank CDR Disks, SCSI Cables, mounting kit & Manual .... $\$1099^{95}$

MACINTOSH External CD Recorder with Corel for Macintosh (on CD-ROM), 2 blank CDR Disks, SCSI Cables, mounting kit & Manual...... $\$999^{95}$

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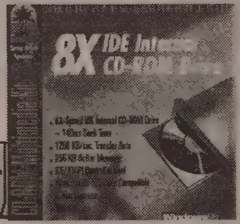
Turtle Beach Systems



UPGRADE KITS

Low Price Guarantee!*

Quad-Speed IDE 16-Bit Multimedia Upgrade Kit

TBS-810

- Internal Enhanced IDE quad-speed CD-ROM drive • 16-bit sound card
- Speakers • Includes Grolliers Encyclopedia, Internet CD, Microsoft home 8 games CD, 50 titles games CD, Chessmaster 3000, Mavis Beacon Teaches Typing, US Atlas, World Atlas, software utilities

ENHANCED IDE

$215.95

Quad-Speed IDE CD-ROM Kit

TBS-900

- Internal Enhanced IDE quad-speed CD-ROM drive
- IDE controller card • Microsoft home 8 games CD, 50 titles games CD, Internet CD

ENHANCED IDE

$119.95

Quad-Speed IDE 3 Disc Changer CD-ROM Kit

TBS-3000

- Internal Enhanced IDE quad-speed 3 disc CD-ROM changer
- IDE controller card • 14W speakers, headphones, microphone
- Microsoft home 8 games CD, 50 titles games CD, Internet CD

ENHANCED IDE

$259.95

Quad-Speed SCSI-II 7 Disc Changer CD-ROM Kit

TBS-7400

- External SCSI-II quad-speed 7 disc CD-ROM changer high fidelity headphones, microphone
- Microsoft home 8 games CD, 50 titles games CD, Internet CD, MAC games CD

EXTERNAL FOR PC OR MACINTOSH!

$274.95

Six-Speed IDE CD-ROM Kit

TBS-6010

- Internal Enhanced IDE six-speed CD-ROM drive - 140ms. access time, 900Kb/sec data transfer rate, 256K cache • IDE controller card • Grolliers Encyclopedia, Internet CD

ENHANCED IDE

$189.95

Six-Speed IDE 16-Bit Multimedia Upgrade Kit

TBS-6600

- Internal Enhanced IDE six-speed CD-ROM drive - 140ms. access, 900Kb/sec data transfer rate
- Speakers • Turtle Beach 16-bit sound card • Speakers, headphones, microphone • Includes Grolliers Encyclopedia, Internet CD, Microsoft home 8 games CD, 50 titles games CD, Chessmaster 3000, Mavis Beacon Teaches Typing, US Atlas, World Atlas, software utilities

ENHANCED IDE

$274.95

Eight-Speed IDE CD-ROM Kit

TBS-8000

- Internal Enhanced IDE eight-speed CD-ROM drive- 140ms. access time, 1200Kb/sec data transfer rate
- IDE/ATAPI controller card • Toolkit
- 2 year warranty

ENHANCED IDE

$259.95

Eight-Speed Multimedia Upgrade Kit

TBS-8800

- Internal Enhanced IDE eight-speed CD-ROM drive - 140ms. access, 1200Kb/sec, 256K cache
- Speakers • Turtle Beach 16-bit sound card, headphones, microphone • Includes Grolliers Encyclopedia, Internet CD, Microsoft home 8 games CD, 50 titles games CD, Chessmaster 3000, Mavis Beacon Teaches Typing, US Atlas, World Atlas, software utilities

ENHANCED IDE

$389.95

SOUND CARDS

Low Price Guarantee!*

32 Voice Wavetable Windows 95 Plug and Play Sound Card

$139.95

- MPU-401 compatible interface • General MIDI compatible • 128 wavetable instruments in 2MB ROM • Microphone & line input • Line output, powered output • Sample rates from 4-48KHz

TeleVideo®

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TeleMPEG Pro

MPEG Video Graphic Board

Experience full screen, full motion, full color video on your PC and TV with TeleMPEG Pro. Unlike standard MPEG boards, TeleMPEG Pro delivers more than just the ability to play CD movies on your PC - TeleMPEG Pro has a special video out feature that lets you watch CD movies on your TV! You can also play live-action interactive games, watch feature length concerts and movies, or use interactive educational reference manuals - all in 16-bit CD quality sound.

- ISA bus interface
- MPEG Video Standard
- NTSC and PAL composite video output
- Full MPEG Standard (ISO11172) compliant
- Supports OM-1, new Windows multimedia specifications endorsed by Microsoft
- Supports CD-I, Karaoke CD, Video CD v2.0 formats
- 16-bit CD quality stereo sound
- Up to 65,000 colors
- Resolutions up to 1024x768
- Frames Per Second: 30fps (NTSC), 25fps (PAL), 24fps (film) with sustained frame rate
- High quality analog multiplexing video overlay
- Bus free operation without affecting the bandwidth

PC2 Multimedia PC.

OS/2

GENERAL MIDI

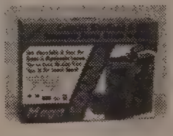
MPEG

$319.95

TeleWave Q32/SRS

16-Bit Wavetable Sound Board

- Advanced DSP wavetable synthesis based sound board
- Three dimensional true to life SRS surround sound
- 16-bit CD-quality stereo sound
- 128 general MIDI instruments with 51 drum kits
- 100% Sound Blaster, AdLib compatible
- 32 note polyphony and 16 MIDI channels
- Stereo sampling rates from 4 kHz to 48 kHz
- General MIDI & MPU-401 compatible
- Easy installation and jumperless configuration
- Bundled software worth over $900



Includes MECHWARRIOR 2!

$135.95

WaveImpact 32

Wavetable Sound Daughter Board

- Advanced DSP wavetable synthesis daughter board
- 32 note polyphony and 16 MIDI channels
- 128 general MIDI instruments with 51 drum kits
- General MIDI & MPU-401 compatible
- Plug & Play onto TeleSound Pro 16 or Sound Blaster 16 compatible sound board with wave connector
- Includes MIDI Orchestrator Plus, a professional-quality MIDI sequencer

$59.95

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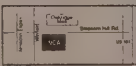

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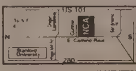

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THE WAY YOUR COMPUTER SHOULD SOUND.

POWERED MONITOR SPEAKERS

YST-M15

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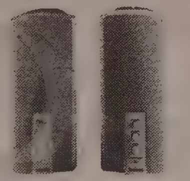
Active Servo Technology

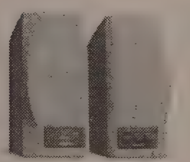


- 10 Watts per channel
- Video Shielded
- Active Servo Technology
- Headphone & subwoofer output jacks
- 70Hz-20KHz ± 3dB
- Includes AC Adapter

$89⁹⁵

YST-M10

Active Servo Technology



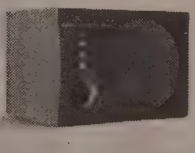
- 10 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 80Hz-20KHz ± 3dB
- Includes AC Adapter
- 4 Star Rating "MACWorld April 1994"

$79⁹⁵

POWERED SUBWOOFER

YST-MSW10

Active Servo Technology

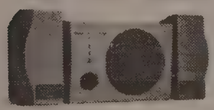


- 25 Watts • Video shielded
- Auto On/Off Switching
- Active Servo Technology delivers Life-like sound
- 35Hz-250KHz ± 10db

BLACK VERSION ONLY

$99⁹⁵

YST-SS1010



YST-MSW10 subwoofer *PLUS* YST-M10 speakers (see descriptions above)

$239⁹⁵

SOUND CARDS

18-Bit Wavetable Sound Card

NEW!

WAVEFORCE SW60XG

To say that the Yamaha WaveForce SW60XG offers the best sound ever from a computer doesn't even begin to tell the story. With 4MB of waveROM for more and better sounds; digital signal processing for studio-quality effects; 18-bit digital-to-analog conversion for more dynamic range than an audio CD; and microphone, CD, and line inputs, the SW60XG will entirely change your perception of a computer sound system. Whether you are a game player looking for the ultimate audio experience, or a musician requiring complete musical expression, or if you're looking for the best music and sounds for multimedia, the SW60XG is your complete solution

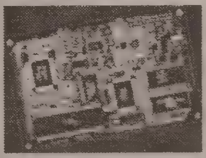
18-Bit D/A Converter

The SW60XG's premium sound is also a result of it's 18-bit Digital-to-Analog converter (DAC), the computer industry's first! The DAC converts digital data for analog output for your powered speakers. The more bits, the greater the dynamic range. A wider range means less noise, softer softs, and louder louds for crisp exceptional sound.

Add Your Own Voice

With all the exceptional sounds sounds on the SW60XG, there's still something you can add: your own voice. The SW60XG accepts a microphone input so you can sing right into the computer. You can also plug in acoustic instruments and a CD as well, then apply DSP effects to any of these inputs With the mic and CD inputs and the SW60XG's Voice Cancel mode (which eliminates vocals from pre-recorded music*), you can sing lead with your favorite recording. **COMPATIBILITY** - XG will remain fully compatible with current industry standards. **SCALABILITY** - XG data is transportable across products, from professional synthesizers to sound cards. Yamaha has incorporated XG into it's diverse line of digital instruments, including MU tone generators such as the QS300 music production synthesizer. **EXPANDABILITY** - XG can be updated yet maintain all it's compatibility and scalability.

Tone generation	Wave Table (Yamaha AWM2)
Polyphony	Maximum 32 notes
Parts	16 parts (Dynamic Voice Allocation)
Voice ROM	4MB
Number Of Voices	Total 676 voices, 21 drum kits 480 melody voices, 11 drum kits, compatible with General MIDI Level 1, and XG
Effects	Reverb - 11 types; Chorus-11 types; Variation- 42 types
D/A Conversion	18-bit



$199⁹⁵

* Effectiveness of this feature may vary upon recording

YAMAHA XG THE WAY YOUR COMPUTER SHOULD SOUND.

Wavetable Sound Daughter Board

WAVEFORCE™ DB50XG

Easy Installation

The DB50XG snaps easily and quickly onto most Creative labs SoundBlaster 16 sound cards or onto any card with a WaveBlaster expansion port.

Extensive Compatibility

The DB50XG in compatible with the industry standard: General MIDI (GM). Every GM compatible DOS or Windows game and application will play beautifully on the DB50XG.

Exceptional Sound

DB50XG goes beyond General MIDI It's the first daughter board with XG - a major technological advancement developed by Yamaha. First, XG allows significantly more voices than GM. In total, DB50XG adds over 548 voices into the 128 standard GM choices The DB50XG allows you to play more voices at once, allowing for more dramatic impact. Additionally, XG features state-of-art Digital Signal Processing (DSP) that creates unprecedented realism. When added to the extensive voice list, the DB50XG has the depth and range to create the most realistic - or surrealistic - sounds in the galaxy. When combined with the Yamaha YST speakers, your sound will be so dramatic, you won't play the game, you'll live it!

Tone generation	Wave Table (Yamaha AWM2)
Polyphony	Maximum 32 notes
Parts	16 parts (Dynamic Voice Allocation)
Voice ROM	4MB
Number Of Voices	Total 676 voices, 21 drum kits 480 melody voices, 11 drum kits; compatible with General MIDI Level 1, and XG
Effects	Reverb 11 types; Chorus-11 types; Variation- 42 types

$179⁹⁵

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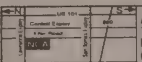

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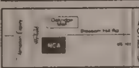

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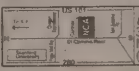

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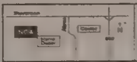

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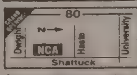

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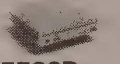

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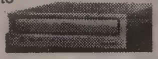

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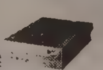

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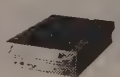

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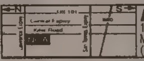

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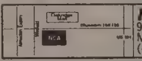

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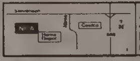

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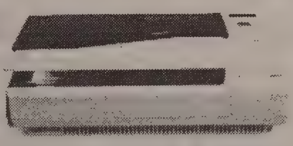

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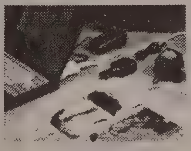

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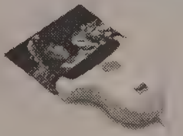

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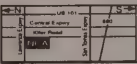

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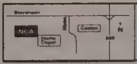

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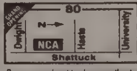

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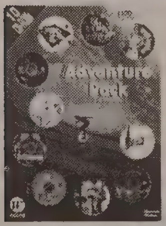

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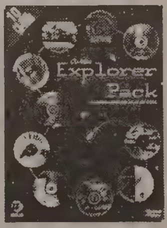

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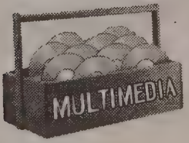

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Triple Threat

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• Find out how much you can afford • Prequalify using the automated formulas to determine your best mortgage terms • Select the best real estate agent • Identify your preferred house styles using the easy point-and-click screens • Chart your progress using the interactive home comparison forms • Discover where and how to look for bargains • Prepare for the closing using automated checklists • Get answers to the most commonly asked questions from an award-winning real estate expert

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The Mortage Kit

• Prequalify using the automated forms and checklists • Keep track of lenders and terms with the touch of a button • Estimate tax savings with interactive worksheets • Find out how much you can borrow and still meet lender's requirements • Determine how much money you will save when refinancing • Compare terms between adjustable and fixed-rate loans • Get expert answers to your mortgage questions

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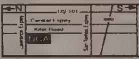

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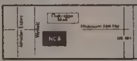

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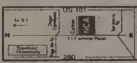

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HIGH QUALITY PRODUCTS

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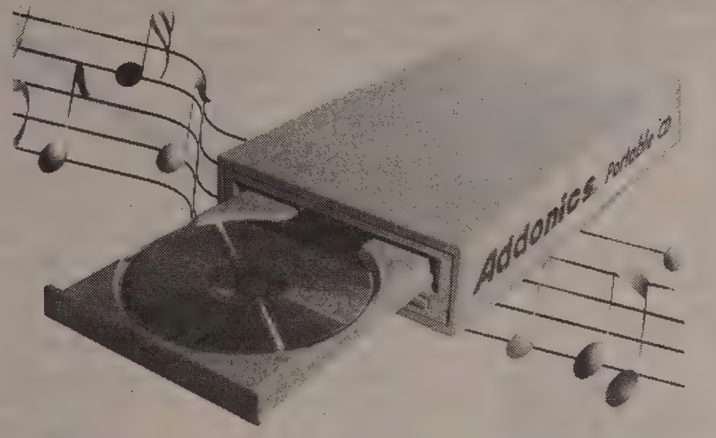
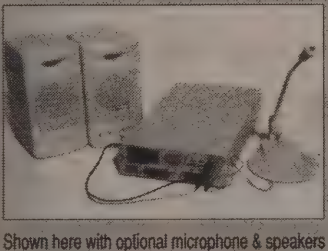
Portable CD-ROM Drives



COMPLETE PORTABILITY FOR HOME OR OFFICE

BENEFITS

- Portability - use anywhere, take your information, presentation, demonstration, and game CD-ROMs everywhere you go
- Built-in 16-bit sound card to reproduce rich stereo sound (sound units only)
- Built-in MIDI interface (DB25 connection) for connection to any MIDI instrument (sound units only)
- Automatically recognizes and supports enhanced parallel ports (EPP) and IEEE 1284 ports
- Includes 32-bit Windows 95 driver
- Load Windows 95, OS/2 or other CD-ROM- based software without the requirements of multiple internal CD-ROM units
- Use anywhere around the world with built-in universal power supply



Shown here with optional microphone & speakers

Quad-Speed External CD-ROM

- 600KB/sec data transfer rate with enhanced parallel port

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Quad-Speed With 16-Bit Sound

- 600KB/sec data transfer rate with enhanced parallel port
- Built-in 16-bit sound card and MIDI interface

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Six-Speed External CD-ROM

- 900KB/sec data transfer rate with enhanced parallel port

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Six-Speed With 16-Bit Sound

- 900KB/sec data transfer rate with enhanced parallel port
- Built-in 16-bit sound card and MIDI interface

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SCSI-II Phase Change 650MB Rewritable Optical & Quad Speed CD-ROM In a Single Drive!

Unlimited Storage & Backup Capacity!

PD

PHASEWRITER DUAL™

650MB Rewritable Cartridge $\$49^{95}$

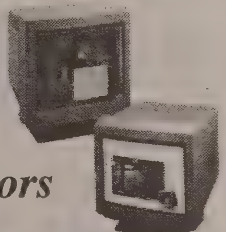
Optical Drive Mode erases & writes in a single pass, CD-ROM Mode is CD-ROM XA ready, MPC2 Compliant & Kodak Multi-session CD compatibleHeadphone & RCA Jacks, Caddyless CD-ROM, DOS, Windows, OS/2 & Mac compatible

	REWRITABLE SPECS	CD-ROM SPECS
• Transfer Rate	.870MB/s	600KB/s (4X)
•Avg. Seek Time	165msec.	195msec
• Buffer	256K	256K

External with PC & Mac Drivers $\$624^{95}$

Internal Bare Drive with 650MB Cartridge: $495.95

NANAO®



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F2-15	15"	1024 X 768	.28mm	80Hz	$\$579^{95}$
F2-17	17"	1024 X 768	.28mm	80Hz	$\$909^{95}$
F2-17ex	17"	1280 X 1024	.26mm	80Hz	$\$1015^{95}$
T2-17ts	17" Diamondtron Tube	1280 X 1024	.25mm	80Hz	$\$1075^{95}$
T2-17	17" Trinitron Tube	1600 X 1200	.25mm	66Hz	$\$1129^{95}$
T2-20	20" Trinitron Tube	1280 X 1024	.30mm	80Hz	$\$1959^{95}$
F2-21	21"	1600 X 1200	.28mm	66Hz	$\$1899^{95}$
FX2-21	21"	1600 X 1200	.26mm	80Hz	$\$3075^{95}$

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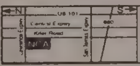

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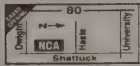

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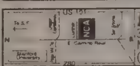

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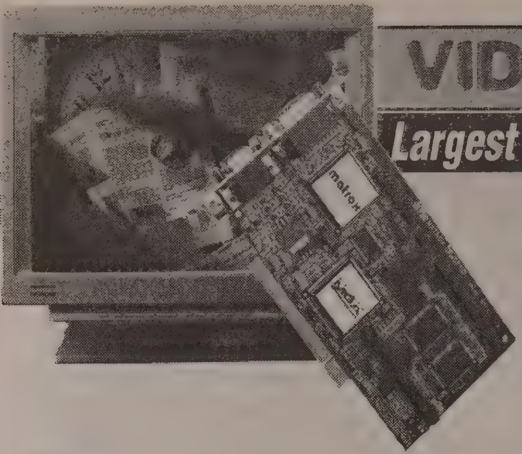

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14" 1024 X 768 SVGA COLOR MONITOR

- .28dp
- 1024X768
- Non-interlaced

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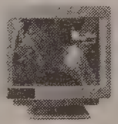
Princeton **Ultra 17 PLUS**

17" 1280 X 1024 SVGA Color Monitor

- 1280x1024
- .26mm dot pitch
- 76Hz refresh



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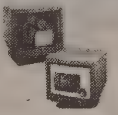
NANAO® **T2-17**

17" SVGA Color Monitor

- TRINITRON TUBE
- 1600x1200
- .25 dp
- 66Hz refresh
- Non-Interlaced



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MAG INNOVISION NEW!

17" SVGA Color Monitor

- DX1795
- 17" SVGA color monitor
- 1280X1024
- .26dp
- Non-interlaced

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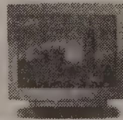

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64-BIT VIDEO GRAPHIC ACCELRATOR CARD

Stealth 64 Video 2121XL PCI

1MB EDO DRAM

- 1MB EDO DRAM, UPGRADEABLE TO 2MB
- Fastest 64-bit performance
- Fast, Flicker-Free to 120Hz
- Real Time Digital Video Acceleration
- MPEG Upgradeable
- Up 16.7 million colors
- Plug and Play installation

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64-bit VIDEO GRAPHICS ACCELERATOR CARD

Stealth Video 3200 PCI

2MB VRAM

- **Real-time Digital Video Acceleration**
- 64-bit Graphics performance
- Flicker-free refresh to 120Hz
- Software MPEG playback
- S3 Vision 968 Chipset

Plug and Play

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MATROX MGA POWER GRAPHICS **MILLENIUM** PCI

64-BIT WRAM Video Graphic Accelerator Card

- New Dual Ported WRAM memory technology
- 64-bit WRAM outperforms 128-bit VRAM
- Upgradeable to 4 or 8MB WRAM
- Supports all popular resolutions from 640X480 to 1600X1200
- Accelerates 256, 65,000 and 16.7 million colors

2MB WRAM $\$329^{95}$

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Hercules *The Fastest Real-World Windows Accelerator*

32-Bit Video Graphic Accelerator Card

STINGRAY

- 32-bit graphics processor technology
- Up to 120Hz refresh, up to 16.7 million colors
- Windows Virtual Desktop
- Faster DOS & Windows performance

PCI

S801-1MB DRAM

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Excellence in PC Graphics

9FX MOTION 531 VLB

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- S3 Vision 868 Chipset
- Full screen video playback
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- 56-150Hz Vertical Refresh
- 135MHz max. dot clock

VLB/1MB DRAM $\$99^{95}$

VLB/2MB DRAM $\$119^{95}$

9FX VISION 330 PCI

Video Graphic Accelerator Card

- S3 Trio 64 Chipset
- Up to 100Hz refresh
- Up to 16.7 million colors
- Resolution Exchange
- True Hardware Zoom
- Monitor Adjustment

PCI/1MB DRAM $\$129^{95}$

IMAGINE 128 PCI

128-bit Video Graphic Accelerator Card

- Resolutions up to 1600X1200 at 16.7 million colors
- Simultaneous processing of sixteen 8-bit, eight 16-bit or four 32-bit images
- NEW Fast 128-bit performance with refresh up to 100Hz

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128-bit Video Graphic Accelerator Card

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- Up to 100Hz refresh
- Up to 16.7 million colors
- Resolution Exchange
- True Hardware Zoom
- Monitor Adjustment

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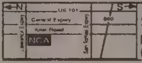

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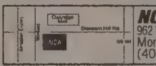

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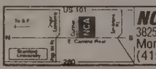

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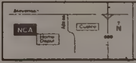

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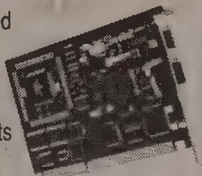
MOTOROLA #1 Name in Communications!

Internal ISDN Terminal Adapter - Bitsurfr *PRO*



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- Supports two analog POTS PORTS
- More than twice as fast as the fastest modem
- Access all Internet services at super speeds: over 70,000 bits per second every time
- Acts like a modem, looks like a modem, sets up as easily as a modem...but connects at ISDN speeds
- Simultaneous voice and data on a single ISDN line
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- Send and receive massive data files fast: desktop publishing documents, spreadsheets, engineering data
- Play interactive games without annoying delays
- Everything you need for ISDN - built in NTI and ISDN line ordering codes
- Works with AT compatible software

NEW!

Bonding for up to 128Kb/s

Windows 95® READY!

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Bitsurfr Pro External $359.95

14.4bps PCMCIA Cellular Modem

- PCMCIA release 2.0 and above, Type II compliant
- Credit card size
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- V.42bis data compression protocol
- Hayes AT command set compatible
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- Fully ITU Group III compatible
- Compliant with ITU and Bell standards to communicate with a large installed base of modems
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* Direct connect to Motorola MC² cellular phones manufactured after 6/92

No Cellular Adapter Required

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ModemSURFR 28.8Kbps Data/Fax Modem

- V.42bis and MNP 5 provides data compression and transmission rate up to 115.2Kbps
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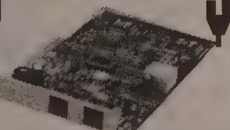

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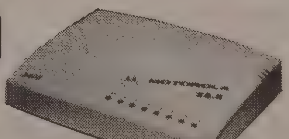

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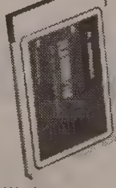
28.8Kbps Modem/FAX/LAN PCMCIA Card

MONTANA



- 28.8Kbps, V.34
- High-performance LAN access for 10Base-T or 10Base-2
- Connectivity to leading Cellular phones & pagers
- Flash Upgradeable
- "Installation engine" for " Hassle-Free" install
- Simultaneous Modem & LAN adapter use

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MARINER

- 28.8Kbps, V.34
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- Send and receive messages to/from Motorola Advisor pagers and the innovative Tango two-way pager
- Flash Upgradeable
- "Installation engine" for " Hassle-Free" install

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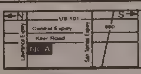

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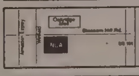

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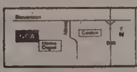

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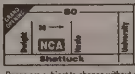

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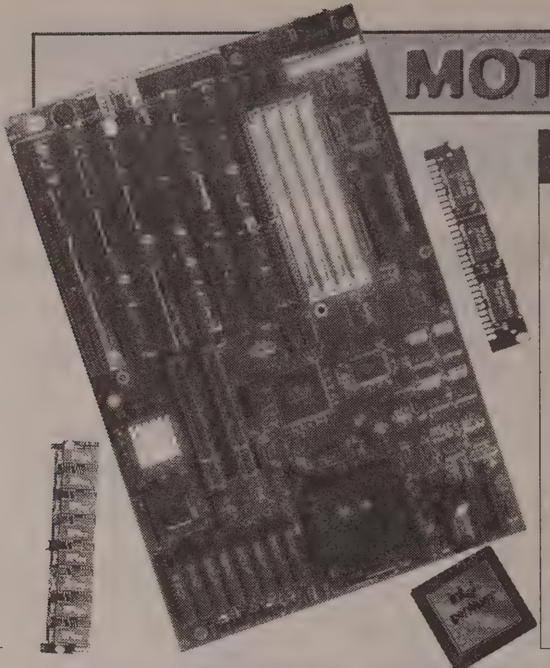

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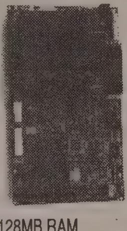

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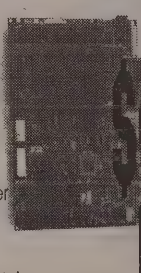

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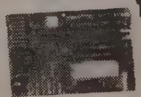

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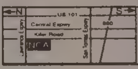

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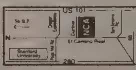

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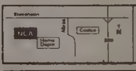

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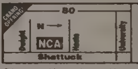

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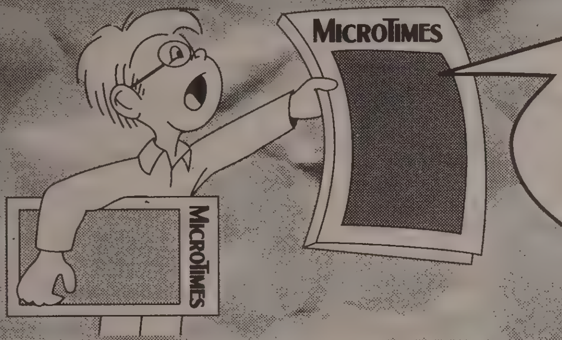

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the number of models that we make, tell Wall Street to take a hike for a few quarters, and position Macintosh in only those markets where we're high and to the right.

How many models, then?

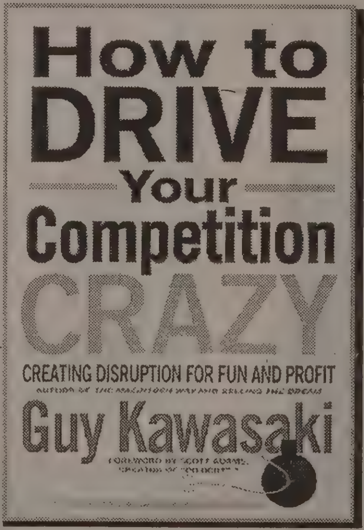
Few enough so that you don't need a Cray to figure out which one to buy. Conceptually, I see three price points: a) it's your company's money and your company is loaded; b) it's your company's money and your company isn't loaded; and c) it's your own money.

Rekindling—or kindling—fervor and zeal is a simple process: you create great products, add a modicum of support for potential evangelists, and get out of the way. Frankly, and unfortunately, some of the evangelistic fervor and zeal for Macintosh survives despite Apple.

And what does "high and to the right" mean?

Imagine a graph. The vertical axis measures Apple's unique ability to provide a feature. The horizontal axis measures the benefit and value to the customer. Apple always needs to be high and to the right—that is, uniquely providing features of great value to the customer. As Willie Sutton would say, that's where the money is.

Right now, this is markets like publishing, Internet access, multimedia, home office/small office, and education. And, believe it or not, great software developers are the ones who create and lead us into these markets. That's why small, innovative developers are essential: They create markets for us.



I notice you're using the Internet and email quite a bit these days to evangelize Macintosh. What are you finding the pros and cons of this approach?

The pro is that I can instantly reach 150,000 people and build an electronic community of Macintosh evangelists around the world. The sun never sets on Macintosh evangelism! The con, frankly, is that it generates too much email. I get about 300 messages a day: 300 messages x 1/2

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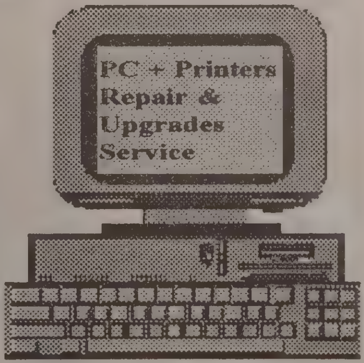

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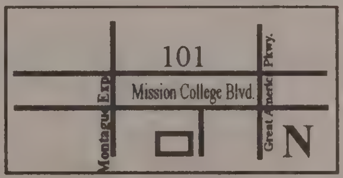

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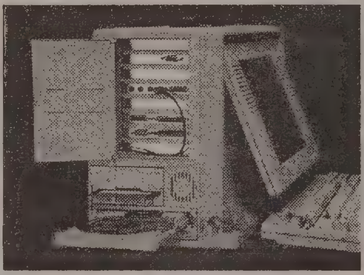

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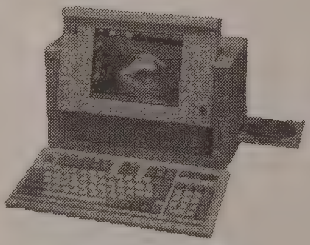

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minute/message equals a few hours every day. I just can't keep up, but I feel a moral obligation to answer just about every email that I get.

Seeing as you're known as the master of the real-time demo, what are the respective limitations of mail lists and live presentations in the particular context of Apple evangelism?

You flatter me so. Both are tools of the trade. A live demo is extremely effective, but you can only get 500 or so people at a time. EvangeList, by contrast, gets to 150,000 people, and I can do it from anywhere 365 days a year. A true evangelist uses both tools.

> **Great software developers are the ones who create and lead us into these markets. That's why small, innovative developers are essential: They create markets for us.**

What can Mac users do to help Macintosh?

A bunch of things: Wear Apple/Macintosh garb to show the world that we're not crawling into holes and dying; strike up a conversation with people you see using Macintosh to reinforce that they did the right thing; ask store clerks why there isn't more Macintosh software on the shelves; check to see that the Macintosh floor models are running and their desktops are orderly; write to publications that publish stupid, insipid, inaccurate, and unfair stories (this will keep people really busy right now); donate old Macintoshes to a school, church, or other not-for-profit because every Macintosh out there sells more Macintoshes.

At this point in history, why Macintosh at all?

Some things never change: ease of learning and ease of use. I challenged Microsoft to an operating system face-off at the Software Publishers Association conference in March. The boys from Redmond declined—saying that Windows 95 is so far superior to Macintosh that it saw no reason to show up. I kid you not. By the way, pigs now floss.

As a substitute, the editor of *Windows Sources* represented Windows. We used a ten-year-old kid. Guess who won. At Apple, we don't believe in sending a man to do a boy's job.

The other big reason is that Macintosh beats Windows machines in raw performance. Don't take my word for this. Have your readers check out this Web site at the Ames Lab of Iowa State University: *http://www.scl.ameslab.gov/cgi-bin/hint.pl*.

What do you see as the key differences between Apple and Microsoft?

The essential difference is that Microsoft wants to own the world, and Apple wants to make it a better place. There's nothing wrong with either approach—it just depends on what kind of world you want to live in. ■

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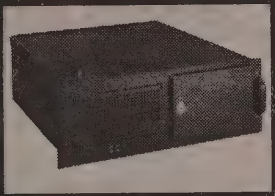

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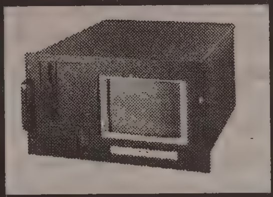

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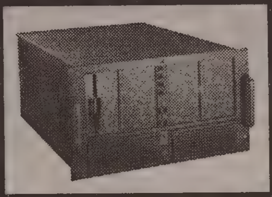

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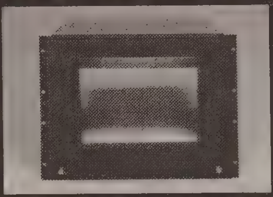

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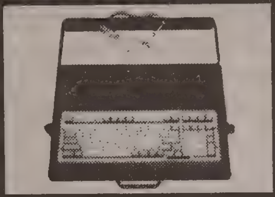

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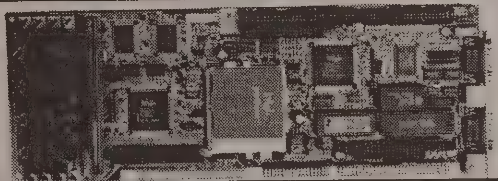

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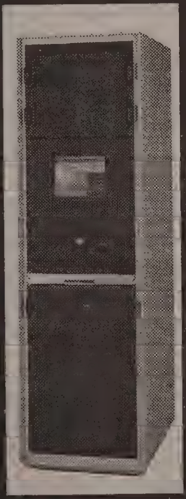

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BMUG In Boston

New Products, New Trends, New Tips

By David Morgenstern

This month we will take a peek at some coast-to-coast Macintosh happenings, with a BMUG visit to the Seybold Seminars in Boston. The conference highlights the top of the line in desktop publishing as well as the latest in Internet tools—quite a mix.

The column will also feature the latest roundup of tips from Planet BMUG, the group's bulletin board service.

Seybold Boston

The Seybold Seminars have traced the rising use of desktop computers for print publishing. Of course, the Macintosh has been the primary player in replacing the high-performance, high-cost proprietary prepress systems, but over the past few years there's been a growing presence at the show of Windows software and UNIX workstations.

The events are held twice yearly, with little regard for the weather: there's a chilly winter show in Boston and a heat-wave San Francisco show in September. Next year, the East Coast venue will move to New York, city of a thousand advertising agencies. However, the weather this year was beautiful and I didn't have an opportunity to take my galoshes out of the suitcase!

Vendors of digital cameras, imagesetters, film recorders, printing presses, and publishing software look eagerly for leads among the professional audience that hit the show aisles. Unlike a Macworld Expo, there's no selling on the floor, although there's nothing against a company taking orders.

This situation pushes away bargain hunters and leaves a very rarefied and focused audience for product pitches. Can you say tchotchke heaven? We're not talking pen and pencil sets, either.

Although the weather outside was occasionally rainy and in the 30- to 40-degree range, NetCo Communications Corp. of Minneapolis pushed their WAM!NET wide-area network service by handing out free purple Converse All-Star high-top sneakers. There's a growing business for companies like NetCo that can pump huge digital graphics files from a design house and publisher to a printer across the country over high-speed lines. How does this all add up to purple sneakers? It's still a mystery.

Converge This, Baby!

While the Seybold conferences have traditionally been strictly keyed into desktop print publishing, during the past few years the events have looked more and more toward digital publishing on the Internet. Scattered among the prepress hardware and software booths are companies hawking Web graphics programs, site management tools, and Internet server systems.

The explosion of Web publishing this past year has given further evidence of this trend. In addition to finding its way into consumer magazines, newspapers, and television advertisements, the Web has taken over the hearts and minds of many print industry gurus, including Jonathan Seybold, the founder of Seybold Seminars and its trade-rag empire.

For years, Seybold and many others have described a "convergence" of media on the net that may replace much of the print publishing market for newspapers, magazines, and direct-mail advertising. This Internet-centrism has created factions at the show: one group of the old guard of print users and vendors, and the other, a younger "we-get-it" crowd. The rivalry has given a puffed-up pride to the newcomers and caused the print-centric folks to hang their heads.

But even Seybold admitted recently that the Web has been oversold. At the conference this winter, the print vendors and users once again were able to hold their heads high.

"People say [the Internet] will solve all of our problems," Jonathan Seybold said. "This will transform society and we'll all be healthy, happy, and wise. It will fix education, democracy, and commerce. Everything. And of course, that isn't what happens. And it hasn't happened in the past. I see no evidence that the kinds of Panglossian projections for what's going to happen with the net will be any more true than some of the previous Panglossian projections were."

Several attendees also commented on the generally low quality of Web graphical design, as well as ironic success of low-resolution Web graphical images after the long and bitter struggle by the desktop publishing industry to increase the resolution of digitally created print images.

"Just as HTML [hypertext markup language] brought nothing to the table for visual literacy, so Java will bring nothing either," said BMUGer Ari Davidow, technologist at Addison Wesley Longman publishing company, after a long Java demonstration. HTML is the cross-platform foundation of Web browsers; it lets applications understand both the structure and content of a document, independent of formatting. It lets authors tell any Web application what's a page, a header, subtitle, image, or hypertext link, instead of just plain-old text and graphics.

Most current hot Web technologies focus more on overcoming the problem of long-distance information transfer as efficiently as possible. Unlike the control that print publishers exert on their printers for output quality, it's difficult to mandate various screen resolutions and monitor settings in the homes and offices of millions of people around the world.

However, at the Boston conference Silicon Graphics took the wraps off Cosmo Color, a new Java-based color-management tool that will tell a Web server what kind of monitor you have and let it send images fine-tuned for your display.

It was clear this year that there's a major effort by vendors to boost ties between print prepress and Web publishing. Most users want to find ways

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PowerBook 5300c, 16MB/750HD	3379	121
PowerBook 5300c, 16MB/750HD	3979	142
PowerBook 5300ce, 32MB/110HD	5379	192
PowerMac		
Power Mac 7200/75, 8MB/500/CD	1099	39
Power Mac 7200/90, 8MB/500/CD	1479	53
Power Mac 7500/100, 16/500/CD	2479	89
Power Mac 7500/100, 16/1000/CD	2679	96
Power Mac 8500/120,16/1000/CD	3899	139
Power Mac 9500/120,16/1000/CD	4079	153
Power Mac 9500/132,16/2000/CD	4379	156
Performa		
Performa 6116CD 8mb/700HD	1479	53
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Apple 15" MultiScan Monitor	449	16
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- 486 ISA PCI 256K Cache EPA Green Motherboard w/ High Speed I/O, FD, E-IDE Interfaces
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Pentium Intel Endeavor 2

- Pentium Intel-Made Endeavor 2 EV2 Triton Chipset PCI 256K Pipelined Sync Cache, 75 to 166MHz CPU w/VRM, upto 512K Pipelined Sync Cache, FastPage/EDO upto 128MB, w/4 PCI BusMaster E-IDE, 2x 16550 UARTS & ECP/EPP, built-in Sound Blaster Vibra 16 w/Line-in/out,MIDI port, WaveTable Socket
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- Premium Digital Medium Tower 230W PS
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- MicroSoft Ergonomic Mouse w/ Pad

** Call for 512K Pipelined Sync Cache upgrades

100MHz $1628
120MHz $1683
133MHz $1752
150MHz $1860
166MHz $2060

Pentium Intel Zappa

- Pentium Intel ZP Zappa Triton Chipset PCI 256K Async Motherboard w/4 BusMastering PCI Enhanced IDE ports, 2x16550 UART's & ECP/EPP
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- 8MB 70ns 72Pin FP SIMM RAM
- 1.44MB Floppy Drive
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- Trident 9440 PCI 1MB Windows Accelerator
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- Premium Digital Mini Tower 230W PS
- Mitsumi 101 Enhanced Keyboard
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ULTRA WIDE 40MB/S DTR Ready!

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100MHz $2218
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Pentium 200Mhz PCI

- TMC Pentium Triton Chpst PCI 256K Pipelined Sync Cache Mothrbrd supporting 75 to 200MHz CPU w/ Socket 7 & VRM, upto 512K Sync Cache on CELP COAST FastPage/EDO, w/ 4 PCI Bus Master Enhanced IDE, 2x 16550 UARTS & ECP/EPP
- Genuine Intel Pentium Processor w/ Cooling Fan
- 8MB 70ns 72Pin FP SIMM RAM
- 1.44MB Floppy Drive
- 1.28GB Quantum FireBall Mode 4 E-IDE HD
- Toshiba FM-5402B QuadSpd IDE 256K CD-ROM
- Creative Labs Sound Blaster Vibra 16 Stereo
- Diamond Stealth64 Video DRAM 2MB 2000 Series
- 15" ShamRock 1280x1KNI Digital Pwr-Saving Monitor
- Premium Digital Mini Tower 230W PS
- Mitsumi 101 Enhanced Keyboard
- MicroSoft Ergonomic Mouse w/ Pad

** Call for 512K Pipelined Sync Cache & EDO upgrades

100MHz $1373
120MHz $1428
133MHz $1497
150MHz $1605
166MHz $1805

Optional:		
	MS DOS V6.22 and Windows V3.11	$90
	MS DOS V6.22 and Windows for WorkGroup V3.11	$110
	Windows 95 Full Version CD	$120

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P6 is here!

- Intel MadeAurora Pentium Pro motherboard w/256K Built-in CPU Cache - Intel ORION DT chpst, w/onbrd BusMaster IDE, HISpd I/O, FD, PS/2 Keybrd+mouse ports, ZIF Socket 8, AMI PnP Flash BIOS, FP/ECC 72Pin SIMM upto 512MB, ATX Format
- Genuine Intel Pentium Pro Processor w/ Cooling Fan
- 32MB 60ns 72Pin FP SIMM RAM
- Adaptec 2940UW Ultra Wide SCSI (40MB/s) Adaptor w/cable
- 1.44MB Floppy Drive
- Fujitsu 2.1GB M2915QAW 7200RPM 512K Fast Wide HD
- Toshiba XM-5522 SixSpeed IDE CD-ROM /w Audio Cable
- Creative Labs Sound Blaster AWE32 PnP Stereo Sound Card
- Matrox MGA Millennium PCI 2MB Window RAM
- 17" ShamRock 1280x1KNI 0.28DP Pwr-Saving Monitor
- ATX-style Medium Tower 230W PS
- KeyTronic 104 Key Win 95 PS/2 Keyboard
- MicroSoft Ergonomic Mouse w/ Pad

** Win NT 3.51 Workstation/Server - Add $255/$605

200MHz $4567

OUR SERVICE, OUR COMMITMENT

- [illegible] 95) and all included software [illegible] tested and continuously burned-in for 48 hours [illegible] all components and [illegible] inspected for trouble-free operation. All systems are to be inspected by customer at pick up time
- Most advertised standard systems have been pre-built, burn-in tested and are ready to be picked up or delivered within 60 minutes IN FREMONT MAIN OFFICE - Please allow more time for minor configuration changes. Standard delivery time is 72 hours.
- Free delivery area includes local area within 30 minutes driving distance. No delivery on weekends. Delivery out of local area will be charged up to $30 freight.
- Most components come with over 1 year manufacturer warranty - First year will be covered by UMiracle. Warranty after the first year will be covered by component manufacturers.
- While-you-wait immediate service should there be any neccessary warranty repair. If we couldn't solve the problem, another system will be built (at our discretion, if purchased within 30 days.)
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A Whole New Generation of Multimedia Pentium Notebooks

HEMBOOK 5400 - P5 11.3" DualScan/10.4" Active Screen, 8MB, 256K Cache
[illegible] 2MB Video RAM, TouchPad, 16Bit
[illegible] 1G ports [illegible]

(540/810MB/1.3GB HD)	Dual Scan 11.3"	Active Matrix 10.4"
[illegible]	$2585/$2688/$2880	$2745/$2850/[illegible]
5-120Mhz	[illegible]	[illegible]
5-133Mhz	$2669/$2772/$2955	$2880/$2985/$3167

hem 5400 Specifications

PU
ntel Pentium 75/90/100/120 CPU
OS
256K Flash ROM BIOS
emory
64bit data bus system memory
2 DIMM memory sockets
Support one bank operation
Support write-back L1-L2 Cache
Available in 8/16/32/MB
256KB level 2 cache memory onboard
ata Storage
Built-in one 2.5" 840MB harddrive and up
Built-in one removeable 3.5" 1.44MB FDD,
Built-in 5.25" Quad speed Teac CDROM
isplay
32Bit PCI VGA sub-system with 2MB VRAM onbrd
Hardware windows accelerator
LCD Panel: 640x480x64K or 800x600x256 colors up to SVGA Mode, TFT up to 16.7M True Color
Support External CRT Resolution up to 1280x1024x256 color
Support LCD/external CRT simultaneous display
11.3" VGA DSTN DualScan color LCD
10.4" VGA TFT ActiveMatrix color LCD (Optional 12.3")
udio System
Built-in speakers and microphone
Built-in 16bit Stereo Sound compatible with Windows Sound System & SoundBlaster Pro
FM Music Synthesizer
Line-in, Line-out and external microphone jacks
CMCIA
Built-in 2 PCMCIA type-II slots or 1 type-III slot (type IV)

I/O Interfaces
- Built-in Joystick
- Built-in Speaker
- Built-in Microphone
- 1 x9 pin serial ports (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x PS/2 keyboard + mouse port Adaptor
- Microphone, Line-in/Out, Midi/Game ports
- 1 x100 pin docking station interface

Wireless Link
- Built-in IrDA compatible HP infra-red transmitt module

Keyboard
- 86 keyboard with support for all keys of an AT-enhanced

Pointing Device
- Built-in PS/2 capacitive touch-sensitive trackpad

Power System
- CPU Stop Clock
- Auto-sensing 110V-240V AC adaptor
- Suspend to HDD/DRAM
- Global Standby Mode
- Battery Low Spspend
- Battery Resource View
- Optional External Battery 58W

Dimension
- 11.8"(W) x 8.9"(D) x 2.1"(H)

Weight
- 7.7LBS (with battery)

Optional devices:
- CCD Camera Module
- Video + MPEG Module
- Mini Docking Station
- Tuner Box
- Car adaptor

- Fastest Processing Speed
- Best Video PCI Bus Display
- Wireless Communication Feature
- Ergonomic Design

Built-in Joystick
Built-in CD Rom
Removable Hard Disk Drive
Removable Battery
PCMCIA Slot
Removable Floppy Drive
uch Pad Pointing Device

Large 11.3" Screen Size
Built-in 4x CD ROM
Built-in Game Joystick
Built-in Touch Pad

CHEM BOOK 5400

CHEM 5400 NoteBook Options

8MB DIMM Memory	$395	1.3GB 2.5" IDE HD	$575	External Battery 58W	[illegible]
16MB DIMM Memory	$655	PCMCIA 14.4 Fax/Data	$99	Auto Adapter 12V	[illegible]
32MB DIMM Memory	$1055	PCMCIA 28.8 Fax/Data	$210	AC Adapter/Charger	[illegible]
540MB 2.5" IDE HD	$315	PCMCIA Ethernet Comb	$105	MPEG Card Module	[illegible]
810MB 2.5" IDE HD	$400	NiMH Internal Battery	[illegible]	[illegible]	[illegible]

PATRIOT 6000A - 486, 10.4" Screen, 8MB, 1.44FD, TouchPad, SoundBlaster16

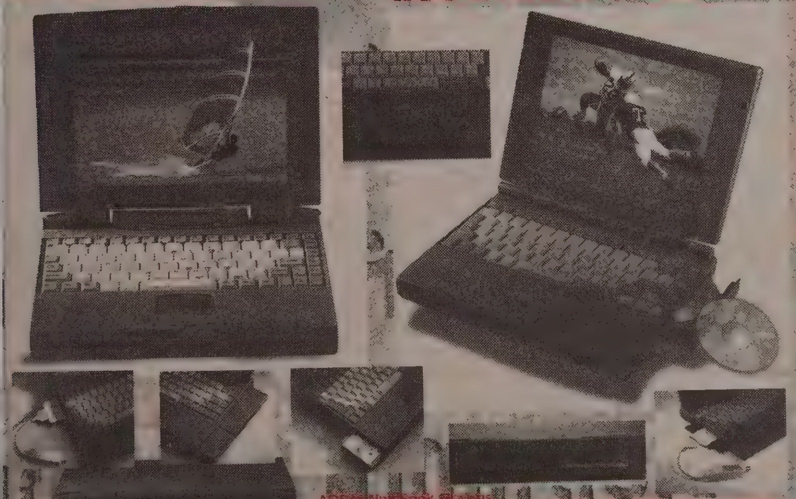
(540/810MB/1.3GB HD)	Dual Scan	Active Matrix
486DX4-100	$1848/$1956/$2145	$2348/$2456/$2645
Cyrix 5X-100	$1868/$1976/$2165	[illegible]
Cyrix 5X-120	$1906/$2014/$2203	$2406/$2514/$2703

PATRIOT 8000i - P5 10.4" Screen, 8MB, 1.44FD, TouchPad, SoundBlaster16

(540/810MB/1.3GB HD)	Dual Scan	Active Matrix
P5-100Mhz	$2257/$2365/$2554	$2657/$2765/$2954
P5-120Mhz	$2322/$2430/$2619	$2722/$2830/[illegible]
P5-133Mhz	$2402/$2510/$2699	$2802/$2910/$3099

ACOM PATRIOT 8000i

ACOM PATRIOT 6000A



ACOM PATRIOT 8000i SPECIFICATIONS

CPU
- Intel Pentium 75/90/100/120/133 CPU

BIOS
- 1MB Phoenix systems Flash BIOS

Cache
- 256KB level 2 cache monery onboard

Memory
- 8MB RAM onboard, up to 8/16/24/32MB using industrial standard DIMM memory

Display
- 32Bit PCI VGA sub-system with 1MB VRAM onbrd
- Support LCD/external CRT simultaneous display
- 10.4" VGA DSTN DualScan color LCD
- 10.4" VGA TFT ActiveMatrix color LCD

Data Storage
- Built-in one 2.5" 540MB harddrive and up
- Built-in one removeable 3.5" 1.44MB FDD,
- FD replaceable with 5.25" 2X/4X ATATPI IDE CD-ROM

PCMCIA
- Built-in 2 PCMCIA type-II slots or 1 type-III slot (type IV)

I/O Ports
- 1 x9 pin serial ports (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x 15 pin MIDI/joystick port
- 1 x 6 pin PS/2 keyboard/mouse port
- 1 x RCA composite video port
- 1 x 4 pin mini-DIN S-video port
- 1 x200 pin docking interface

Wireless Link
- Built-in IrDA compatible HP infra-red transmitt module

Audio
- Built-in speakers and microphone
- Built-in 16bit Vibra audio compatible with Sound Blaster 16 and Windows Sound System
- Line-in, Line-out and external microphone jacks

Pointing Device
- Built-in PS/2 capacitive touch-sensitive trackpad

Keyboard
- 86 keyboard with support for all keys of an AT-enhanced keyboard inverted "T" cursor control keys.

Power System
- Auto-sensing 110V-240V AC adaptor
- Removeable & rechargeable 33.6Wh NiMH battery
- Second battery pack can be installed in place of FDD

Dimemsion
- 9.25"(D) x 11.8"(L) x 2.04"(H)

Weight
- 6.2LBS (with battery)

Optional devices:
- 5.25" 2x/4x ATAPI IDE TEAC CD-ROM drive
- MPEG-1 playback module
- Car adaptor

ACOM PATRIOT 6000A SPECIFICATIONS

CPU
- 486DX4-100Mhz or Cyrix5X-100/120Mhz

BIOS
- 1MB Phoenix systems Flash BIOS

Memory
- 8MB RAM onboard, up to 8/16/24/32MB using industrial standard DIMM memory

Display
- 32Bit VLB VGA sub-system with 1MB VRAM onbrd
- Support LCD/external CRT simultaneous display
- 10.4" VGA DSTN DualScan color LCD
- 10.4" VGA TFT ActiveMatrix color LCD

Data Storage
- Built-in one 2.5" 540MB harddrive and up
- Built-in one removeable 3.5" 1.44MB FDD,
- FD replaceable with 5.25" 2X/4X ATATPI IDE CD-ROM

PCMCIA
- Built-in 2 PCMCIA type-II slots or 1 type-III slot

I/O Ports
- 1 x9 pin serial port (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x200 pin docking interface

Wireless Link
- Built-in IrDA compatible HP infra-red transmitt module

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- Line-in, Line-out and external microphone jacks

Pointing Device
- Built-in PS/2 capacitive touch-sensitive trackpad

Keyboard
- 86 keyboard with support for all keys of an AT-enhanced keyboard inverted "T" cursor control keys.

Power System
- Auto-sensing 110V-240V AC adaptor
- Removeable & rechargeable 33.6Wh NiMH battery

Dimemsion
- 8.82"(D) x 11.5"(L) x 1.89"(H)

Weight
- 6.2LBS (with battery)

Optional devices:
- 5.25" 2x/4x ATAPI IDE TEAC CD-ROM drive
- Car adaptor

ACOM Notebook Options

540MB 2.5" IDE HD	$315	NiMH Battery Pack	$105
810MB 2.5" IDE HD	$400	Car Adaptor 12V	$45
1.3GB 2.5" IDE HD	$575	8MB DIMM Module	[illegible]
PCMCIA 14.4 Fax/Data	$99	16MB DIMM Module	[illegible]
PCMCIA 28.8 Fax/Data	$210	Int. CD-ROM 4X Drive	$315
PCMCIA Ethernet Comb	$105		

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Business Hour
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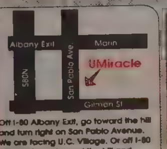
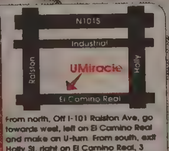


Off I-80 Albany Exit, go toward the hill and turn right on San Pablo Avenue. We are facing U.C. Village. Or off I-80 Gilman St, go toward the hill and make a left turn on San Pablo Avenue.

Belmont Store
Ph:415-592-3333
1501 El Camino Rl #E
Belmont CA 94002
Ph:415-592-3333
Fax:415-592-2919
[illegible]



From north, Off I-101 Ralston Ave, go towards west, left on El Camino Real and make an U-turn. From south, exit Holly St, right on El Camino Real, 3 minutes down the block.

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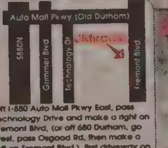


Off I-880 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd. (or off 680 Durham, go west, pass Osgood Rd, then make a left on Fremont Blvd.) first driveway on your right

PC Upgrades & Service Welcome! Our Technical Experts can Troubleshoot your Problem Super Fast!

Hardware Components for your PC Upgrades

Motherboard without CPU: (Call for CPU Prices)

486 ISA VLB 256K - 3 VLB, upto 128MB & 512KB Cache, Support 30 & 72Pin SIMM, Award BIOS, PnP, 3.3V CPU Suppt	$85
486 ISA PCI 256K w/ E-IDE, onbrd HiSpd I/O, upto 256MB & 1MB Cache, suppt 72Pin SIMM, AMI WinBIOS, PnP, 3.3V CPU Suppt	$105
TMC Pentium 75-200Mhz PCI Pipelined Sync 256K Cache w/ Triton chpst, Socket 7 & VRM (Voltage Regulator Module Socket), upto 512K Async/Sync Cache, 4 PCI+3 ISA slots, support Fast Page or EDO 72Pin SIMM upto 128MB, built-in Bus-Master PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, Flash Award ROM w/NCR BIOS, PnP, COAST Socket	$155
ASUS P/I-P55TP4N P5 PCI Pipelined Sync 256K Cache onbrd w/Triton 437FX chpst,75-166Mhz P5 support, upto 512K Pipelined Sync Cache, 4 PCI+3 ISA+1 ASUS MediaBus slots, support Fast Page or EDO 72Pin SIMM upto 128MB, built-in Bus-Master PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, Flash Award BIOS w/NCR Firmware, Dallas Battery, PnP, COAST Socket	$185
P5 Intel Zappa ZP PCI Async 256K Cache w/Triton chpst 75-133Mhz, 3 PCI + 4 ISA slots, support FP or EDO SIMM upto 128MB, built-in PCI-IDE interfaces, FD, 2 16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, Flash AMI ROM, APM PowerSaving	$185
P5 Intel Endeavor 2/EV2 PCI Pipelined Sync 256K Cache w/Triton chipset, 75-166Mhz, upto 512K Sync Pipelined Cache, 4 PCI+3 ISA slots, support FP or EDO 72Pin SIMM upto 128MB, Socket 7, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, Flash AMI ROM, APM Power Saving, Built-in SoundBlaster Vibra16 16bit stereo sound w/line-in/out,Joystick,WaveTable connector, COAST socket	$240
P5 Intel Atlantis PCI Pipelined Sync Burst 256K Cache w/Triton chipset, integrated 64-bit ATI Mach 64 1MB DRAM (upto 2MB) graphics & Crystal audio subsystems, 75-166Mhz & beyond, upto 512K Sync Cache, 3 PCI+3 ISA slots, support FP or EDO 72Pin SIMM upto 128MB, Socket 7, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, Flash AMI ROM, APM Power Saving, Built-in Sound Blaster Class Crystal+Yamaha OPL3LS 16bit stereo sound w/line-in/out, Joystick, WaveTable connector, COAST socket	$340
QUICK Pentium P54TS/TSW2 PCI w/ Built-in Adaptec PCI SCSI chipset 7850/7880 (AHA-2940/2940UW Ultra Wide) support 50Pin Fast SCSI-2 / 68Pin Fast Wide SCSI-2 & Ultra Wide SCSI (40MB/s Burst!!), Pipelined Sync 256K/512K Cache w/Triton chipset, Socket 7 & VRM Socket, 75-200Mhz, P6 Overdrive support, 3 PCI+5 ISA slots, support FP or EDO 72Pin SIMM upto 128MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, COAST Socket for P54TS, 50pin SCSI + 68Pin Wide AMP hi-denity + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec software driver and manual included.	
P54TS w/ 256K Pipelined Sync Cache & Adaptec 2940 onbrd	$315
P54TSW2 w/ 512K Pipelined Sync Cache & Adaptec 2940UW onbrd	$415
AIR Pentium 586 54CEP 512K 90-166Mhz EISA/PCI - 3 PCI/4 EISA (ISA Compatible) slots, ZIF, Intel Mercury chipset, upto to 512MB by 72Pin SIMM, Bus-master, AMI BIOS, 32-bit PCI bus-master SCSI ports using Adaptec AIC 7880 controller(AHA-2940UW equivalent) supporting 50Pin Fast SCSI-2 & 68Pin Fast WIDE SCSI-2 onbrd floppy ports supporting 2.88MB, 2-16550 UARTs, ECP/EPP Parallel port, PS/2 mouse port, 50pin SCSI cables & complete software driver	$755
AIR Pentium 586 54CDP Dual 512K Neptune Chipset - 90-166MHz Same as above except supporting 2 CPUs	$865
ASUS P6 Pentium Pro 200Mhz P/I-P6RP4 motherboard w/ 256K cache on CPU, CPU cooling Fan , Intel ORION DT chipset, support 150/166/180/200Mhz CPU, 3 ISA+4 PCI slots, w/ onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, PS/2 mouse/Keyboard connector, ZIF Socket 8, VRM module, Flash AMI PnP BIOS, support FP/ECC 72Pin SIMM upto 512MB	$2105
Intel P6 Pentium Pro 200Mhz Aurora motherboard w/ 256K cache on CPU, CPU cooling Fan , Intel ORION DT chipset, support 150/180/200Mhz CPU, 3 ISA+4 PCI slots, w/ onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, PS/2 type mouse and keyboard connector, ZIF Socket 8, Flash AMI PnP BIOS, support FP/ECC 72Pin SIMM upto 128MB, ATX power connector, ATX form factor, require ATX type chassis to fit	$2105

CPU & Memory (Prices Subject to Change without notice)

P6 Pentium Pro 150/166/180/200Mhz	$Call
Pentium P5-75/90/100/120/133/150/166MHz CPU	$Call
Intel/AMD 486-66DX2/80DX2/100DX4/120DX4/133DX4/OverDrive	$Call
Cyrix 5x86-100/120DX P5 OverDrive for 486 motherbrd	$Call
Cyrix 6x86-120 Pentium compatible CPU	$Call
256/512K Synchronous Pipelined Cache COAST module	$45/$95
1MB/4MB/16MB 30Pin SIMM RAM	$Call
72Pin SIMM - 4/8/16/32/64MB x32/x36 FastPage/EDO	$Call
SIMM Converter - 4 peices 30Pin to 1 piece 72Pin	$Call

I/O Card/Controller Card/Network Card:

VLB Enhanced 4-IDE/FD 2S/1P/1G Controller Supporting 4 Mode 3 & 4 E-IDE devices	$18
DTC 2278E VLB Enhanced IDE/FD 2-16550 UARTs + EPP/ECP Controller Supporting Mode 3 & 4 E-IDE devices	$27
DTC 2278EB VLB Enhanced IDE/FD 2-16550 UARTs + EPP/ECP w/ BIOS Supporting Mode3 & 4 E-IDE devices even if your old VLB motherboard does not support E-IDE	$43
Adaptec 1522 SCSI-2 Controller	$71
Adaptec 1542CP PnP Bus-mastering SCSI-2 Controller	$170
Adaptec 2940 PCI Fast PCI SCSI-2 Controller	$185
Adaptec 2940UW PCI Ultra WIDE SCSI-2, 40MB/s burst,15 SCSI devices support w/ 50 cable Controller	$225
NCR SCSI-2 53C810 Bus-Mastering PCI Controller	$85
External SCSI-2 50Pin Micro-D Adapter for any onboard internal 50pin ribbon cable SCSI interface	$25
External Wide SCSI 68Pin Micro-D Adapter with 3-68pin-connector internal ribbon cable for any onboard internal 68pin Wide SCSI Interface	$55
FAST WIDE SCSI-2 internal Ribbon Cable, 68Pin, 2 / 3 connectors	$25/35
SCSI External Cables Centronic/Micro-D 50/68Pin	$Call
External SCSI Terminator SCSI-2/Micro-D 50/Micro-D 68Pin	$Call
Ethernet NE2000 ISA 16Bit Coaxial/10-Base T/Combo	$25/$25/$28
Intel EtherExpress Pro 100BaseTB PCI	$165
3COM Etherlink III 3C509B Coax/10-BT/Combo	$99/$99/$110
3COM Etherlink III 3C590 Bus-Mastering PCI 10BT/Combo	$105/$125
3COM Etherlink III 3C595-TX Fast Ethernet 10/100BT PCI	$149

Video Card:

Trident 16Bit ISA 512K/1MB	$34/$56
Trident 9440 Windows Accelerator PCI/VLB1MB/2MB	$55/105
Diamond Stealth64 Video DRAM 2000 Series PCI 64Bit Graphic Engine S3-765 2MB EDO DRAM Version	$145
Motion Video Player 1100 Series MPEG Module for Stealth 2000	$145
DTV 1100 TV Tuner for Stealth 2000	$145
Diamond Stealth64 Video VRAM 3000 Series PCI 64Bit Graphic Engine S3-968 2MB/4MB VRAM Version	$235/375
2MB VRAM upgrade board for Stealth 3000	$140
Motion Video Player 2000 Series MPEG Module for Stealth 3000	$285
Diamond Edge 3D PCI 2120XL MultiMedia Game Accelerator - 3D graphics, 16bit WaveTable Sound, SEGA Saturn Control Pad ports, (SGS Thomas STG2000 chipset) 1MB/2MB DRAM Retail Package	$250/$315
Diamond Edge 3D PCI 3240XL MultiMedia Game Accelerator - 3D graphics, 16bit WaveTable Sound, SEGA Saturn Control Pad ports, (nVIDIA - NV1chipset) 2MB/4MB VRAM Retail Package	$395/$535
ATI Xpression PCI 2MB DRAM	$195
ATI Graphic Pro Turbo PCI 2/4MB VRAM	$315/415
Matrox MGA Millennium 2MB/4MB WRAM PCI	$315/$455
Upgrade module for Millennium 2MB/4MB/6MB	$185/$330/$465
Number 9 Imagine 128 4MB/128-1600 4MB PCI	$625/$825
Number 9 Imagine 128 Professional 8MB PCI	$1205

Monitor:

14" ShamRock 1Kx768NIx0.28DP Digital Control Power-Saving Monitor	$230
15" ShamRock 1280x1KNIx0.28DP Digital Control Power-Saving Monitor	$335
17" ShamRock 1280x1KNIx0.28DP Digital Control Power-Saving Monitor	$595
Hitachi NSA SuperScan CM1587M 15" NI, 1280x1024, 0.28DP, FlatScreen, EPA Green, Digital Controlled	$380
MAG Technitron Series Trinitron Tube, Digital Control, 0.25DP, 1280x1KNi, 3yr Manu. Warranty 15" DX15T/17" DX17T	$435/$795
MAG DX95 Series DX1595/DX1795	$385/$685
Princeton (MAG made) Ultra 17 Plus - 17" Full Digital Control, 0.28DP, upto 75Hz @ 1280x1KNI, Green, VESA DPMS, Auto-switch, 3 yr warranty	$645
IIYAMA VisionMaster MF-8617E 17" FST .26DP, PnP, Microprocessor Contrl, 1280x1024@80Hz, VESA DPMS	$720
IIYAMA VisionMaster MT-9017E 17" Tension Mask , .25DP, PnP, 1280x1024@85Hz, VESA DPMS	$820
IIYAMA VisionMaster MT-9021E 21", Tension Mask, PnP, 1600x1200@75Hz, Onscreen Programming	$1705
Nanao F2-15 15" .28DP 1Kx768@87Hz	$565
Nanao F2-17 17" .28DP 1Kx768@87Hz	$830
Nanao F2-17EX 17" .26DP 1280x1K@80Hz	$945
Nanao T2-17TS - Trinitron 17" .25DP,1280x1024@80Hz	$965
Nanao T2-17 - Trinitron 17" .25DP 1280x1024@80Hz	$1210
Nanao T2-20 - Trinitron 20" .30DP 1280x1024@80Hz	$1870
Nanao F2-21 21" .28DP 16Kx12K@72Hz	$1880
Nanao FX2-21 21" .26DP 16Kx12K@80Hz	$2855
Viewsonic 14ES/15ES/15G/15GS/17GS/20G/15GA/17GA/17PS/PT810/21PS/17EA	$Call
Sony 15" 15SF II/17" 17SF II	$495/$845
Hitachi, NEC, ADI, Nokia Monitors	$Call

Modem:

Modem 14.4K/28.8K/33.6K Fax+Data Internal 16550 UART	$50/$140/$175
Cardinal 28.8K V.34 Fax+Data+VoiceView Int. Win95 Standard	$175
Cardinal 28.8K V.34 Fax+Data Internal	$155
USR Sportster Win95 Modem 28.8K V.34 Data/Fax Internal	$155
USR Sportster 28.8K V.34 Data/Fax Internal/External	$176/195
USR Sportster VI 28.8K Fax w/Persnl Voice Mail Int./Ext	$205/$225
ISDN Modems	$Call

Floppy Drive/Tape Backup:

Mitsumi/Sony 1.44M 3.5"	$29
Teac 1.2M 5.25"/1.44M 3.5"	$39/29
Conner 800MB TapeStor Travan int. off floppy TST800 w/tape	$138
Conner 1.7GB TapeStor Travan int. off IDE TSM1700	$205
Conner 3.2GB TapeStor Travan int. off floppy TST3200R w/tape	$249
Conner 4.0GB TapeStor Travan int. off IDE TSM4000R	$520
Colorado 350MB DJ35D off floppy QIC-80 w/Win95 Sftwre	$110
Colorado 800MB T-1000 off floppy Travan w/Win95 Sftwre	$145
Colorado Jumbo 1400 1.4GB DJ50 Backup off floppy	$230
Tape Cartridges for Conner / Colorado Backup	$Call

KeyBoard/Mice/Software/Chassis/PowerSupply/Misc:

Mitsumi 104 Enhanced Win95 Keyboard	$15
KeyTronic 104 Enhanced Win95 Key U.S. Made	$24
Focus 2001 104 Win95 Key Enhanced Click w/Cover	$29
Focus 8000 111 w/ Calculator	$39
Focus 9000 129 Programmable w/Calculator	$49
MicroSoft Natural Keyboard Win95 Key	$56
NorthGate OmniKey 101NI/102	$75
MS 3-Button Mouse	$8
MicroSoft Ergonomic Serial/PS 2 type	$35/$55
Logitech Mouseman Serial/PS 2 type/Cordless	$45/$65/$85
MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System Purchase)	$45/45/65
MS Windows 95 Upgrade FloppyDisk/CDROM Retail version	$85
MS Windows 95 Full CD-ROM OEM version	$120
MS Windows NT V3.51 Workstation/Server	$255/$605
Premium Case w/230W Mini/Desktop/Med	$55/65/80
Premium Case w/250W Full Size Tower	$100
Server Class Super Case w/250W PS w/ detachable front panel, Dual side door open, solid construction, slide-in Drive Bay, Dual pull fans, lots of bays, Medium/Full Tower	$125/$165
ATX Form Factor Style Case with ATX type P/S - new Intel standard	$Call
Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height	$80/$115
Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height (68Pin Cable and Terminator extra)	$145
Power Supply PS-2 Type 230W/250W/300W	$28/$35/$85
486/P5/P6 CPU Cooling Fan w/heat sink	$8/$12/$45
Chassis Second Cooling Fan 3" or 3.5"	$15
Motherboard Crystal for 25/33/40/50/66/80MHz	$5
Printer Cable 6"/10"/15"/25"	$5/7/10/16
PS/2 mouse port connector for motherboard PS/2 mouse port	$15

CD-ROM Drive:

Sony CDU-77E Quad Speed 190ms ATAPI IDE	$95
Sony CDU-76S Quad Speed 190ms SCSI	$155
Mitsumi FX-400B Quad Speed 230MS ATAPI IDE	$90
Toshiba XM-5302B/5402B QuadSpeed IDE 256K Cache, <150ms, 600KB/Sec, MultiSpin/Spd Internal	$85
Toshiba XM-5522 SixSpeed IDE, 900KB/Sec, Internal	$145
Toshiba XM-3701B SixSpeed SCSI-2, 900KB/Sec, Internal	$245
Teac 56E 6XI ATATPI IDE Internal	$150
Plextor 4-Plex Plus QuadSpd PX-43CE, SCSI-2, 675Kb/sec, Internal 100ms seek, 256K Buffer, Caddy, PnP/SCAM, 2-yr warranty	$258
Plextor 6-Plex 6XSpeed PX-63CS 900Kb/sec, Internal 115ms seek, 256K Buffer, 2-yr warranty	$438
Diamond 800 CD-ROM Kit 8XI, 1200KB/s, IDE Internal	$285
HP SureStore Recordable CD Drive SCSI Internal, 4020i,Write at 1x, 2x, Read at 1x,2x,4x, 650MB, 1MB Cache complete software	$969

Sound Card/Speaker/MultiMedia Package:

50W/60W/120W/160W Hi-Fi Amplified Stereo Speakers	$Call
Sound Blaster Vibra 16 Stereo w/IDE Interface OEM	$75
Sound Blaster 32 w/ IDE interface OEM - ASP upgrdable	$135
Sound Blaster 32 PnP w/IDE interface Retail	$169
Sound Blaster AWE32 w/ IDE interface OEM - ASP upgrdable	$155
Sound Blaster Advanced Signal Processor Upgrade	$45
MS CD titles including Encarta 96, Works, Money, Dangerous Creatures, Oceans, Sport Collection, 55+ Title CD Samplers	$65
Audio Cable - CD-ROM to Sound Card	$5

HardDisk:

Conner

850MB IDE CFS850A	$183
1.2GB IDE CFS1275A	$220
1.06GB Fast SCSI-2 CFP1060S	$255
2.1GB Fast SCSI-2 CFP2105S	$545

Western Digital - Caviar

850MB IDE WD2850A - Enhanced IDE Mode-3	$185
1.2GB IDE WD21200A - Enhanced IDE Mode-4	$228
1.6GB IDE WD31600A - Enhanced IDE Mode-4	$275
2.1GB / 2.6GB Enhanced IDE	$Call

Quantum

1.28GB FireBall IDE Fast ATA-2 QM31280FBA	$225
1.08GB FireBall Fast SCSI-2 QM31080FBS	$259
4.3GB Grand Prix Fast SCSI-2 XP34301S	$920

Seagate

2.1GB ST32140A E-IDE	$325
2.1GB Hawk ST32430N Fast SCSI-2 54KRPM, 512K	$635
4.3GB Hawk ST15230N Fast SCSI-2 54KRPM, 512K	$925
2.1GB Barracuda ST32550N Fast SCSI-2 8.5ms 3.5" 72KRPM,1MB	$705
4.3GB Barracuda ST15150N Fast SCSI-2 8.5ms 3.5" 72KRPM,1MB	$1150

FAST WIDE SCSI-2 HARD DISK (68Pin Wide Connection)

Conner 2.1GB Cayman CFP2105W 5400RPM	$679
Conner 2.1GB Antigua CFP2107W 7200RPM	$745
Conner 4.3GB Antigua CFP4207W 7200RPM	$1185
Quantum 4.3GB Grand Prix XP34301SW 7200RPM	$995
Seagate 2.1GB Hawk ST32430W 5400RPM	$739
Seagate 4.3GB Hawk ST15230W 5400RPM	$1025
Seagate 2.1GB Barracuda ST32550W 7200RPM	$785
Seagate 4.3GB Barracuda ST15150W 7200RPM	$1235
Seagate 9.0GB Elite ST410800W Fast Wide SCSI-2	$2105
Fujitsu 2.1GB 512K 10ms M2915QAW 7200RPM	$535
Fujitsu 4.3GB 512K 10ms M2934QAW 7200RPM	$925

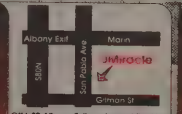
ULTRA WIDE SCSI HARD DISK (68Pin ULTRA Wide - 40MB/sec DTR)

Seagate 2.15GB Barracuda 4LP ST32171W UWide	$Call for availabilty
Seagate 4.35GB Barracuda 4LP ST34371W UWide	$Call for availabilty
Quantum Ultra Wide SCSI	$Call for availabilty
Conner Ultra Wide SCSI	$Call for availabilty

UMiracle

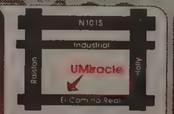
44063 Fremont Blvd. Fremont CA 94538
Phone:510-226-3666 Fax:510-226-6758
1027 San Pablo Ave. Albany CA 94706
Phone:510-526-0271 Fax:510-526-0273
1501#E El Camino Rl. Belmont CA 94002
Phone:415-592-3333 Fax:415-592-2919

Albany Store
Ph:510-526-0271
1027 San Pablo Ave
Albany CA 94706
Ph:510-526-0271
Yes! Open on Sunday



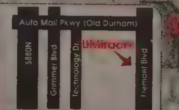
Off I-80 Albany Exit, go toward the hill and turn right on San Pablo Avenue. We are facing U.C. Village. Or off I-80 Gilman St, go toward the hill and make a left turn on San Pablo Avenue.

Belmont Store
Ph:415-592-3333
1501 El Camino Rl #E



From north, Off I-101 Ralston Ave, go towards west, left on El Camino Real and make an U-turn. From south, exit Holly St, right on El Camino Real, 3 minutes down the block.

Fremont Store
Ph:510-226-3666
44063 Fremont Blvd
Fremont CA 94538
Fax:510-226-6758



Off I-880 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd, (or off 680 Durham, go west, pass Osgood Rd, then make a left on Fremont Blvd.) first driveway on your right.

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to lay out the information and images on a page once, and then accurately and easily publish it many times regardless of format, either digitally on the Web or in different print formats.

This situation pushes away bargain hunters and leaves a very rarefied and focused audience for product pitches. Can you say tchotchke heaven? We're not talking pen and pencil sets, either.

Get With The Program—And Hardware, Too

Here are a few of the highlights from the Boston show:

- Publishing hardware and software company Scitex Corp. Ltd. took the wraps off ClickWorks, a new object-oriented multimedia authoring program.

Slated to ship this year for under $1000, the authoring software will run on a Power Macintosh, while a player will be available for Macs, Windows 95, and NT systems.

One cool feature is the new program's handling of text. You can edit text any time, including in the play—a very good feature for people who need to add last-moment changes to a presentation. Scitex said text elements in ClickWorks will be fully editable at all times, even within its runtime player.

- Apple showed off its new Network Server models, its first non-Macintosh computers since it shipped the Apple IIGS (I'm not counting the Newton in this list). Code-named Shiner, the Network Server 500 and 700 run a version of UNIX; the "entry-level" model costs from $10,000 to $15,000 and the Network Server 700 is priced from $12,500 to $25,000.

If you've ever seen servers from Apple's competitors, the Network Servers really have many nice little touches that mean a lot to busy and overworked

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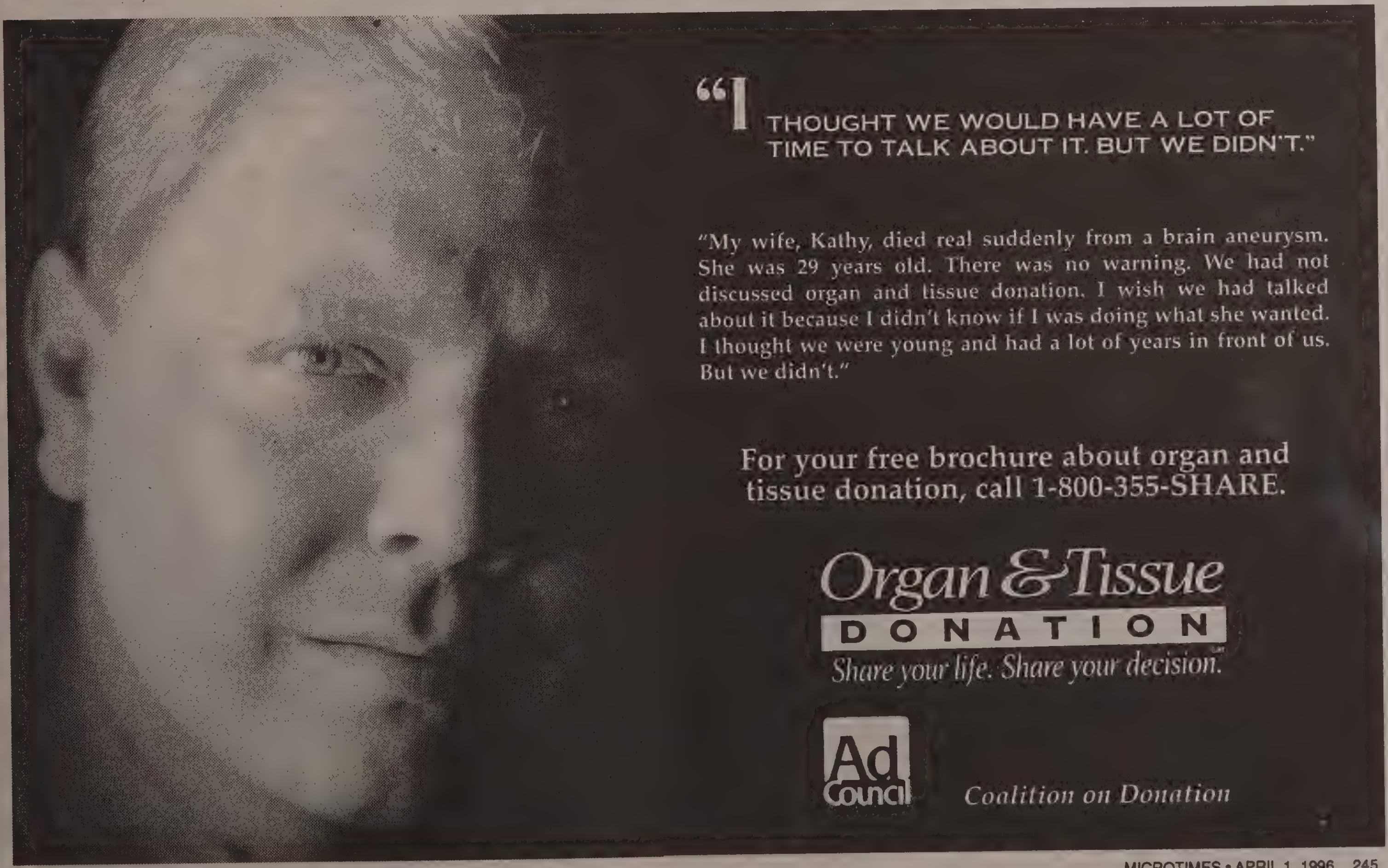


"I THOUGHT WE WOULD HAVE A LOT OF TIME TO TALK ABOUT IT. BUT WE DIDN'T."

"My wife, Kathy, died real suddenly from a brain aneurysm. She was 29 years old. There was no warning. We had not discussed organ and tissue donation. I wish we had talked about it because I didn't know if I was doing what she wanted. I thought we were young and had a lot of years in front of us. But we didn't."

For your free brochure about organ and tissue donation, call 1-800-355-SHARE.

Organ & Tissue
DONATION
Share your life. Share your decision.™

Ad Council

Coalition on Donation

Product Spotlight

Updates

Adobe released **Adobe Illustrator 6.0**, the new version of its popular illustration and page design tool. The suggested retail price is $695; current users can upgrade for $99 for CD or $129 for CD and diskettes. Adobe Systems, Inc., P.O. Box 6458, Salinas, CA 93912-6458. 1-800-649-3875.

Century Software announced enhancements in its **TinyTERM Series 3.05** product line, including the addition of FTP and X-, Y-, and Z-modem to TinyTERM and a multisession FTP communications server to TinyTERM Pro. TinyTERM Series 3.05 products are free to existing users of v3.0x; for new users, prices begin at $79 per user for TinyTERM. Century Software, Inc., 5284 S. Commerce Dr., Salt Lake City, UT 84107. (801)268-3088.

Elan Software released **GoldMine for Windows 95**, an update to its contact management software. A single-user license is $149, five-user is $299. Elan Software Corp., 17383 Sunset Blvd., Pacific Palisades, CA 90272. 1-800-654-3526 or *http://www.goldminesw.com* .

Eventus Software is shipping **AdHawk Spacer 2.0**, a tool for improving the performance of Oracle databases. Pricing starts at $999. Eventus Software, Inc., 1150 Bayhill Dr., Suite 220, San Bruno, CA 94066. 1-800-871-4871 or (415)871-0700.

ForeFront announced the **ForeHelp 2.95** Help Authoring System designed for Windows 95, which incorporates new Windows 95 help features. The new version is available for $395, or $89 for ForeHelp 2 users. ForeFront, Inc., 4710 Table Mesa Dr., Boulder, CO 80303. 1-800-357-8507.

Imperial Software Technology introduced **X-Designer 4.5**, a major new version of its graphical user interface builder for Windows and Motif application development. It is available on Sun SPARC, HP700, and Silicon Graphics platforms for $3500. Imperial Software Technology, 120 Hawthorne Ave., Suite 101, Palo Alto, CA 94301. (415)688-0200 or *http://www.ist.co.uk* .

Mountain Systems announced the availability of **CallAudit 3.0** for Windows 95, the latest version of its caller ID software that integrates telephones and computers. The retail price is $49.95; current users can upgrade for $19.95. Mountain Systems, Inc., 153 Mimosa St., P.O. Box 830, Grundy, VA 24614. (540)935-2275 or *http://www.naxs.com/mtnsys* .

PLATINUM technology announced **InfoReports 2.0** (formerly ProReports), a powerful database reporting tool. The Windows and Windows NT client versions are $695 and the Motif version is $1395. PLATINUM technology, inc., 1815 S. Meyers Rd., Oakbrook Terrace, IL 60181-5241. 1-800-442-6861.

SecureNet Technologies has launched **v2.0 of its V-Net Gold** software, which protects PCs from viruses that can be received via the Internet or floppy disks. The new version is priced at $132.40 per copy for a minimum of five copies. SecureNet Technologies, Inc., 2100 196th St. SW, Suite 124, Lynnwood, WA 98036. 1-800-673-3539.

Symantec Corp. announced the release of **FormFlow 2.0**, representing a shift in the power and capabilities of electronic forms technology. It is available in a Starter Kit for $399; the upgrade from v1.1 is $99. Symantec Corp., 10201 Torre Ave., Cupertino, CA 95014. 1-800-441-7234.

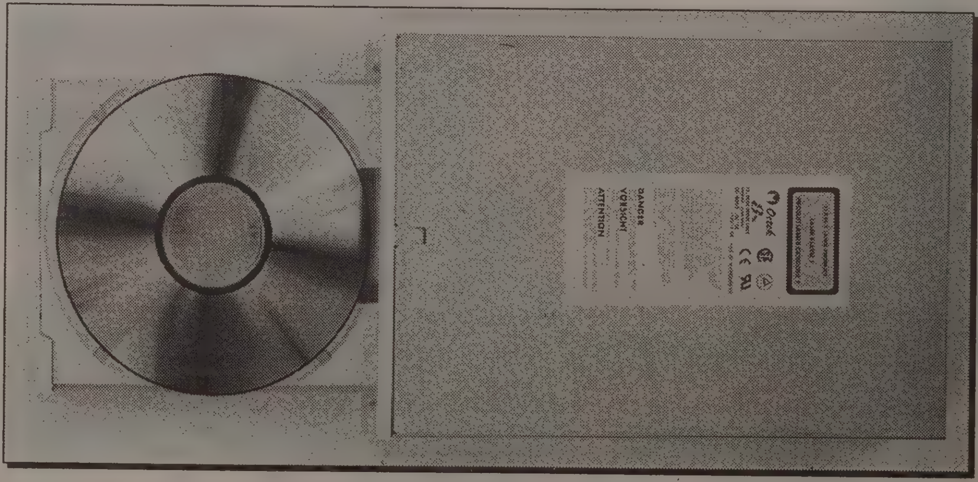
Texas Instruments reduced the prices of its **TravelMate 5000 Series and Extensa family of notebook computers** by 5–20%. Texas Instruments Inc., P.O. Box 6102, MS3242, Temple, TX 76503. 1-800-TI-TEXAS.

Product Announcements

CD-ROM Drive

Octek CDR-688 CD-ROM Drive

The Octek CDR-688 is an eight-speed CD-ROM drive that produces some of the highest possible access times and data transfer rates available. It offers a 1200K/sec transfer rate under Sustained Mode 2, seek times of 180ms, standard ATAPI/IDE interface, a maximum disk capacity of 680MB, and a 256K cache buffer. In addition, the unit features a motorized tray loading mechanism, auto loading three-way eject, headphone output, and volume control. The CDR-688 is



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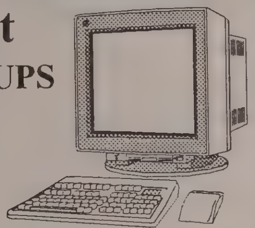

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28,800 FAX/MODEM	$149
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WESTERN DIGTAL 1.0GB IDE	$238
QUANTUM 1.0GB SCSI	$299
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TOSHIBA 4X CD-ROM	$119
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WINDOWS 95
Availible with system Purchase

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166Mhz PENTIUM® W/256K PCI	$949
150Mhz PENTIUM® W/256K PCI	$649
133Mhz PENTIUM® W/256K PCI	$629
120Mhz PENTIUM® W/256K PCI	$519
100Mhz PENTIUM® W/256K PCI	$399
75Mhz PENTIUM® W/ 256K PCI	$329
486 DX4 133 W/256K PCI (AMD)	$209
486 DX4 100 W/256K PCI (INTEL)	$209
486 DX4 100 W/256K PCI (AMD)	$189
486 DX2-66 W/256K PCI (AMD)	$149
486 DX2-66 W/256K VLB (AMD)	$145

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PENTIUM® 75MHZ W/256K PCI TRITON
8MB RAM 70NS 72 PINS (MAX 192MB)
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1 PARALLEL PORT
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MED SIZE TOWER CASE
104 KEYTRONICS KEYBOARD
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PENTIUM® 100MHZ	**$1859**
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TOSHIBA 5402 QUAD IDE
SOUND BLASTER 16 P&P
25 WATT SPEAKERS
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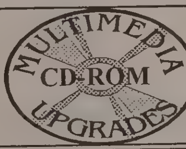

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6 CD TITLE PAK
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MICROSOFT OEM	$ 29
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DIAMOND STL. 2MB D	$159
DIAMOND STL. 2MB V	$269

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SMC ETHER PCI DIG.	$209
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8 PORT HUB W/BNC	$149
12 PORT HUB W/BNC	$219

MISC

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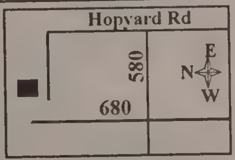

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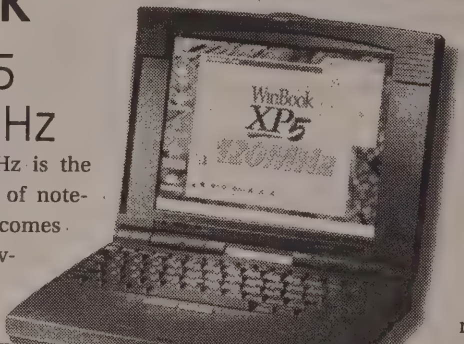
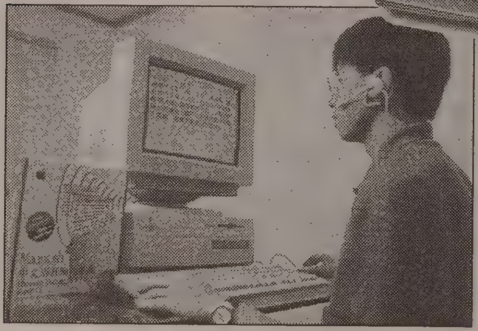
compatible with all of today's industry standards, including MPC-2, CD-ROM XA, multisession Photo CD, CD-I movies, and MS-DOS CD-ROM extensions. ($450) Ocean Information Systems, Inc., 688 Arrow Grand Cir., Covina, CA 91722. (818)339-8888 or *http://www.ocean-usa/ocean.com* .

Notebook

WinBook XP5 Pentium 120MHz

The WinBook XP5 Pentium 120MHz is the newest addition to WinBook's line of notebooks. The top-of-the-line model comes standard with 16MB of RAM, a removable 1.3GB hard drive, 10.4" active matrix color screen, 256K synchronous pipeline burst cache, internal 14.4 fax modem, and 40-watt lithium ion batteries. The Pentium 120MHz is also available with 16MB of RAM and an 810MB hard drive. The WinBook XP5 features a 32-bit local bus video accelerator and 1MB of video RAM, one PCMCIA Type III or two Type II slots, and a choice of pointing devices—Lexmark pointing stick, Logitech trackball, or Alps touchpad. A quad-speed CD-ROM docking station with two ISA slots, dual 5.25" bays, VGA, stereo output, and volume is available for $399. ($3799 with 1.3GB hard drive, $3499 with 810MB hard drive; optional trackball and touchpad are extra) WinBook Computer Corp., 1555 W. Lane Ave., Columbus, OH 43215. 1-800-468-2162.





Left: Apple Chinese Dictation Kit; above: WinBook XP5 Pentium 120MHz.

Apple Chinese Dictation Kit

The Apple Chinese Dictation Kit is a speech dictation system that converts Mandarin (Putonghua) speech into simplified or traditional Chinese text. The kit consists of the Apple Chinese Dictation Kit software and the Apple Dictation Microphone, and requires no additional hardware to run on a Power Macintosh. Users "teach" the system to recognize their voices by reading several pages of text into the microphone. Once they have trained the systems, users dictate to the computer by speaking one phrase at a time, entering about forty characters per minute initially and up to sixty characters per minute after several weeks of regular use. The customizable vocabulary includes over 3500 single characters and over 12,000 multicharacter words. ($299, requires Power Mac with System 7.5, Chinese Language Kit 1.1.1, and 16-bit sound) Apple Computer, Inc., 1 Infinite Loop, Cupertino, CA 95014. 1-800-882-8856.

EPIC Cryptography And Privacy Sourcebook

The 1995 EPIC Cryptography and Privacy Sourcebook is an extensive collection of new documents about controversial US government policies on telecommunications privacy and security. Topics include the Clipper chip, the FBI's Digital Telephony initiative, the Security Policy Board, and export controls on encryption products. The documents in the book, many of which were previously classified, were obtained under the Freedom of Information Act from the National Security Agency, the Federal Bureau of Investigation, the National Security Council, and the Central Intelligence Agency. ($50) The Electronic Privacy Information Center, 666 Pennsylvania Ave., SE, Suite 301, Washington, DC 20003. *info@epic.org* or *http://www.epic.org* .

Product Reviews

Amiga Software Reviews

AsimCDFS

Published By: Asimware Innovations
List Price: $79
Reviewed By: Douglas J. Nakakihara

AsimCDFS is a third-party CD-ROM file system for the Amiga. Installation is very easy, letting you have everything up and running in minutes. It differs a little from the standard device driver setup by requiring two assignments and is mounted from the user-startup sequence. However, all of this is taken care of by the installation script.

As you would expect, AsimCDFS supports ISO 9660, High Sierra, and HFS CDs, but it also handles PhotoCD and audio CDs. Incredibly, the latter two formats are transparently converted for use on your Amiga. PhotoCD pictures appear as IFF24s. Audio CD data is directly accessible in raw, AIFF, or MAUD formats. (For CD-ROM/SCSI controller compatibility information call Asimware before purchasing.)

The included AsimTunes is a handy ARexx-controllable audio CD player program. It has all of the things you'd expect in a real CD player, but also supports random and complex programmed track playback. Custom CD libraries can be created with disk and track naming. AsimTunes will even play the audio through Amiga hardware.

If all this wasn't enough, AsimCDFS will also emulate a CDTV and CD32. This allows you to play titles designed for those platforms on a regular Amiga. The product also comes with a CD of Fred Fish disks 260 through 1000.

This is an incredible piece of software! Even if you are already using a public domain or Workbench 3.1 alternative, AsimCDFS's advanced features, which I've only touched on, more than justify its price. (Asimware Innovations, Inc., 600 Upper Wellington St., Unit D, Hamilton, Ontario, Canada L9A 3P9. 905/578-4916. Email: *info@asimware.com*)

continued on page 310

Monthly Special!!! - #9GXE64 PCI 2MB $119

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486 PCI System

- 486 DX4 PCI Motherboard
- Pentium OverDrive Ready
- 486 CPU heatsink & fan
- 256k Fast Cache Memory
- 8MB RAM 70ns (Exp to 128MB)
- 1.44MB 3-1/2" Floppy Drive
- 850MB EIDE Hard Drive
- 2 (16550)Serial, 1 Parallel Ports
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- PCI SVGA w/1MB DRAM
- Windows® 95 Keyboard
- Mini Tower Case w/250W PS
- Logitech 2-Button Serial Mouse
- Mouse & Keyboard Wrist Pads

Logitech SENSA
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C5x86-100MHz	$679
C5x86-120MHz	$699
ADX4-100MHz	$665
ADX4-120MHz	$689
A5x86-133MHz	$719

486 PCI Multimedia

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- 256k Fast Cache Memory
- 8MB RAM 70ns (Exp to 128MB)
- 1.44MB 3-1/2" Floppy Drive
- 850MB EIDE Hard Drive
- 2 (16550)Serial, 1 Parallel Ports
- Enhanced PCI IDE Controller
- PCI SVGA w/1MB DRAM
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- Grolier Enc., CD Games
- Computer Stereo Speakers
- Windows® 95 Keyboard
- Mini Tower Case w/250W PS
- Logitech 2-Button Serial Mouse
- Mouse & Keyboard Wrist Pads

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ADX4-100MHz	$789
ADX4-120MHz	$809
A5x86-133MHz	$839

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Stealth 64 2MB Vram
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P5-100MHz	$1099
P5-120MHz	$1149
P5-133MHz	$1219
P5-150/166MHz	$Call

586 Multimedia System

- Pentium® Triton PCI Motherboard
- 586 CPU Heatsink & Fan
- 256K Pipeline Burst SRAM
- 16MB RAM 70ns (Exp. to 128MB)
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- 1.08Gig EIDE Hard Drive
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- Enhanced PCI IDE Controller
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- Computer Stereo Speakers
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- Maxi Switch Windows® 95 KB
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- Logitech MouseMan Serial
- Mouse & Keyboard Wrist Pads

6x86-100MHz	$1269
6x86-120MHz	$1419
P5-100MHz	$1229
P5-120MHz	$1279
P5-133MHz	$1349
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ASUS 486PCI/VLB 256K (3V,72-Pin)	$135
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Intel Endeavor 586PCI 256k PLB SRAM	$249
Intel Atlantis 586PCI 256k PLB SRAM	$Call
Intel Thor 586PCI 256k PLB SRAM	$Call
Microstar 486PCI 256k	$115
Microstar 586PCI Triton 256k	$139
QDI 586PCI Triton EIDE/IO 256k PLB SRAM	$139
Shuttle 486PCI 256k EIDE/IO (3V, 72-Pin)	$109

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Cyrix 486DX4-100MHz (3.45V)	$55
Cyrix 5x86-100MHz	$69
Cyrix 5x86-120MHz	$95
Cyrix 686-100/120MHz	$Call
AMD 486DX4-100MHz (3V)	$55
AMD 486DX4-120MHz (3V)	$85
AMD 5x86-P75 133MHz (3V)	$95
Intel 486DX4-100MHz (3V)	$Call
Intel P5-75/90/100/120/133/150/166MHz	$Call

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1 x 9 - 70ns (3 chips/9 chips)	$31.95/$34.95
4 x 9 - 70ns (9 chips)	$125
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1 x 32 - 60/70ns (72-pin) 4MB EDO	$Call
2 x 32 - 60/70ns (72-pin) 8MB	$Call
2 x 32 - 60/70ns (72-pin) 8MB EDO	$Call
4 x 32 - 60/70ns (72-pin) 16MB	$Call
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SONY 1.44MB	$25
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Stealth 64 2001 Video PCI w/1MB DRAM	$115
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#9 Vision 330 PCI w/1MB DRAM	$125
#9 Motion 531 PCI w/2MB DRAM	$195
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#9 GXE64 PCI w/2MB DRAM	$119

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MAXTECH 28.8k V.34 Fax/Modem (Internal)	$149
miroCONNECT 28.8k Voice+Wave 16-bit SC	$245
SupraExpress 288i PNP	$119
SupraExpress 288i PNP w/voice	$135
USR Sportster 14.4k Fax/Modem (Int/Ext)	$89/115
USR Sportster 28.8k for Windows Int.	$145
USR Sportster 28.8k V.34 Int/Ext	$185/212
USR Sportster 28.8k V.34 voice Int/Ext	$209/235

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CONNER 1.08GB EIDE (CFS1080A)	$209
CONNER 1.2GB EIDE 12ms (CFS1275A)	$239
Fujitsu 1.08Gig SCSI 10ms	$335
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Adaptec 2940uW PCI UltraFastWide w/cables	$238
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Initio 9100W PCI Wide-SCSI w/KIT	$175
Tyan 1342/1346 EIDE VLB (16550)	$32/22
Tyan 1362/1366 EIDE PCI	$22/$32
Tyan 1392 SCSI-2.........*(BEST BUY)*	$50

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3COM EtherLink III TPO/TP/COMBO	$89/99/115
3COM EtherLink III PCI TPO/TP/COMBO	$125/call/call
3COM EtherLink III EISA TP	$209
GVC 8-Ports HUB	$119
Intel NetPort Printer	$297
NE-2000 16-bit TPO/COMBO	$26/32
SMC EtherLink III TPO/TP/COMBO	$89/95/119

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Mitsumi FX400 4X IDE	$65
Mitsumi FX600 6X IDE	$115
NEC CDR-273 4X IDE	$99
NEC CDR-222 4X SCSI-2	$139
NEC CDR-512 6X SCSI-2	$279
Samsung SCR-631 4X (IDE)	$59
Sony 77E 4X (IDE)	$75
Teac 56E 6X (IDE) 140ms	$145
Toshiba XM5302B 4X IDE	$79
Toshiba XM5522B 6X IDE	$125
Toshiba XM3701B 6.7X SCSI-2	$265

SOUND CARDS

ESS CineSound 16-bit IDE	$42
Sound Blaster 16 Basic/IDE	$70/75
Sound Blaster AWE 32 (OEM)	$145
Sound Blaster 32 PNP Retail	$Call
Sound Blaster WaveBlaster II (retail box)	$125
Sound Easy System 16-bit MCD+IDe	$44
TeleVideo SoundWave SRS IDE + Mech II	$125

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ADI 5V 17" (1280x1024) .28 NI	$719
ArtMedia Monitor by SONY (ALL models)	$Call
GVC 14" (1024x768) .28 NI	$229
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GVC 17" (1280x1024) .28 NI Digital	$589
KFC 15" .28 NI (1280x1024) Digital	$349
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Gulch Gossip

by Jonathan E.

For the latest **CD-ROM** and **software** news & reviews, see our **New Products** section starting on **page 246**

Steve Hollis, Requiescat In Pace

I'm going to step out of the usual frivolous Gulch Gossip persona to write a few serious words about the suicide of **Steve Hollis.**

The few people I've talked to about it were clearly unsettled by it, as am I. Suicide is always difficult to deal with; in Steve's case, it is perhaps particularly difficult because of the business we're in. The consumer multimedia business predicts, and is based upon, such an overly bright tomorrow that when a member of our community finds it impossible to go on, a shadow is cast upon all our aspirations. While no community finds it easy to deal with unexpected death, I sense that this is a particularly unwelcome milestone in our hard-to-follow path with its difficult and frequently conflicting and changing directions.

Although we may possibly have been distant cousins, I didn't know Steve well—but he was on my beat and we had several lengthy conversations. I appreciated his energy and hard work in making something happen for the local multimedia community. It's unbearably ironic that his productions were called Multimedia Live. He seemed like the sort of person who had a lot to offer, and I feel sure that if he had managed to overcome his short-term difficulties he would have made further contributions to the community.

Suicide produces a complex range of responses in the survivors. In fact, it's often said that the survivors are the true victims. Accordingly, I extend my deepest sympathies to those who were close to Steve, both personally and in business.

I ask that members of the multimedia community not judge or condemn him for the shortsightedness of his final actions. Until you've walked a mile in another man's shoes, you can never know what he's really dealing with. I would not be surprised if others in our community feel similar despair at some time in the future, and so I further ask that if you find yourself in that situation you reach out to those around you and find at least one reason to continue with the ups and downs of this crazy life. Those reasons are always there, obscure and hard-to-recognize as they may be. If you need professional help, get it. If you're in a crisis, the San Francisco 24-hour Suicide Crisis Hot Line number is (415)781-0500.

Having felt suicidal in the not-so-distant past myself, I know about the difficulties of finding the strength to go on—and I feel strongly about the necessity to do so. I also feel that I gained some insights into the philosophical issues of life. They're remarkably simple and, while I am obviously not a professional counselor, I offer assistance (confidential, of course) and those insights to any of you out there dealing with more than you feel you can bear. Please feel free to call me on a purely personal and human basis; I'm at (510)236-8453. I don't want to write any more pieces about suicides in the multimedia community. Never doing so again would be a fittingly ironic but appropriate memorial to Steve Hollis and Multimedia Live.

May he rest in peace. May you live happily and in peace.

ScruTiny In The Grand Prix

JIM GASPERINI OF SCRUTINY ASSOCIATES, PRODUCERS OF *SCRUTINY in the Great Round* (the main subject of last month's Multimedia 101 column), emails with an update: "Good things have been happening. We won the Grand Prix du Jury Milia d'Or in Cannes at the Milia festival, something they're pumping to be like the Palme d'Or at the Film Festival." Congratulations to Jim, and partners **Tennessee Rice Dixon** and **Charlie Morrow.** It's a good thing that the judges weren't philistines, cyberjocks, or speed freaks—the three categories that I predicted wouldn't like *ScruTiny in the Great Round.* (Or were they and I was wrong? Unlikely, don't you think?)

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VeRGing On 24 Hours Virtually Cyberspaced Out

I WAS MUCH INTRIGUED BY **RICK SMOLAN'S 24 HOURS IN CYBERSPACE** project—and, unlike some, I care not whether it was his idea or not. What's that saying about mediocre artists copying and great ones stealing? Looks to me like Mr. Smolan might have a choice to make on this issue. And no—both is not a choice, neither is neither.

At the time of the project—and the all-important launch party—I was far, far away from Gulch environs or even a computer. I had vague plans to actually attend one of the photo shoots in England, at the other end of cyberspace so to speak, but the plans were vague enough that British weather and roads easily persuaded me to forego watching **Wavey Davey Winder** being photographed at eight o'clock in the morning. I don't think he was too keen on the timing either!

However, Gulch Gossip never sleeps, our avatars travel far and wide in a tireless effort to bring you news from every nook and cranny of cyberspace. And so, knowing that regular readers really want to know about the parties, man!, along with a bit of sleaze, which, of course, Gulch Gossip himself is far too nice to dish up, I bring you these somewhat surly and acid-tongued words about the launch party from one of my favorite—but determinedly anonymous—avatars.

"So how much did you hear of the 24 Hours controversy while away? There were those widespread and nagging rumors that Rick hadn't had the idea for this project all by himself, that it showed some amazing similarities to MIT's Day in the Life of Cyberspace last October. It was all a bundle of hype, and I did end up hearing a tad too much about it. Okay, so I went to the party—on a borrowed invite. I walked in—and was stunned. Who were all these people? I kid you not,

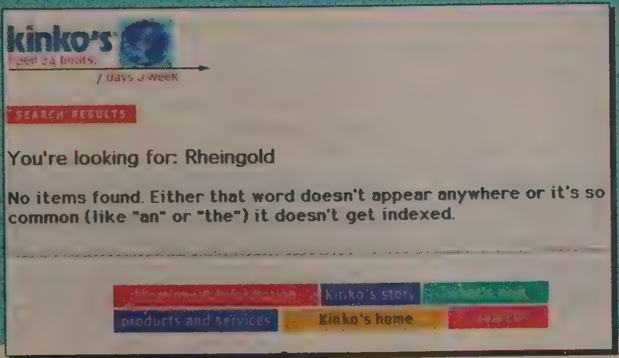
continued on page 254

Colorful Rheingoldian Kinko's On The Net And TV

MY MAJOR SOURCE OF DISAPPOINTMENT THIS MONTH HAS BEEN that I have only once seen—and only the second half at that—**Howard Rheingold**'s television commercial for **Kinko's Copies** and its "new way to office" campaign. I want to see the whole thing! Why aren't they running it again and again?

Howard's a great salesman, can sell anything virtual, and besides, now that he gives his writing away, claiming that he can make more money from personal appearances and so on, the residuals would surely come in handy. Perhaps he'd even pick up the check at lunch! What really blows me away is that Kinko's doesn't even have him on its Web site—or any links to his many virtual cyberpresences. What a waste of an asset!

Howardever, it's not that easy to keep the Rheingoldian one out of the info-sphere. Word comes from **Ken Lee**, the general manager of **Michael Wiese Productions**, that Howard stars in their newly produced video series, *Livin' on the Net Volumes 1 & 2*. Ken would also like us all to know that, by some amazing coincidence, *MicroTimes* came up with the same title on our February cover, "Kids on the Internet," as Weise's PBS program, which airs sometime in March. Wow! They could have called theirs "Children on tThe Internet"!



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Anyway, Howard's videos cover the usual Internet stuff, but apparently from a why-to rather than the common how-to perspective. They're 30 minutes each and available on VHS for $19.95 each or $29.90 for both. Call 1-800-379-8808, email *wiese@earthlink.net*, or write Michael Wiese Productions, 11288 Ventura Blvd., Suite 821, Studio City, CA 91604 for more details or to order. But, hey, what's the URL? Of course they have one! It's *http://www.earthlink.net/~mwp* . Now, that's what I call asset management!

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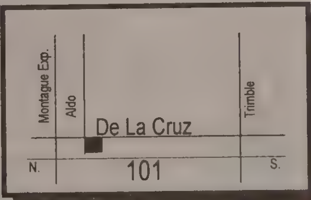

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☛ GULCH GOSSIP *"VeRGing On 24 Hours..." continued from page 251*

there were perhaps five people there I knew; all media or money, no long-haired developers at all—unless you consider Rick Smolan a long-haired developer.

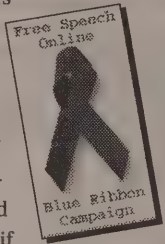
"I don't know about the ethics of the project, but the appetizers were great. Lovely catering, excellent vodka, and interesting sea-bass tortillas, even if the chocolate truffles were below par. To spice things up a bit more, freelance writer **Sasha Cavender,** who had reported on the possibilities of plagiarism in the *SF Examiner* the day before this little sponsor-fest, was—after being invited by Rick to cover the 24HC event—gently and kindly ejected from this party. By Rick himself! What fun, what fun!

"Well, I was still busy trying to figure out who was who and what was what at this fete, but the most high-tech thing at the party related to the 24HC project was a projection of its logo on a wall. I soon spilled my drink on my press kit, so figuring out how this project would come to fruition was going to have to wait. Finally, **Alfred Mandel**, busy hawking his latest interest, **Flipside Ventures**, shed some light on the attendees: 'Who's here? Multimedia people, multimedia wannabes, people who think they know where the industry's going [but don't have a clue?], and people who've invested in these companies and don't know if they'll ever get their money's worth—look at all those Kodak people over there!'

"When last seen, Alfred was talking to **Samir Arora**, the CEO of NetObjects, who later assured me that although he hadn't had any sleep recently in order to get this project done on time, NetObjects' technology was really very, very good, better than and different from NeXT Software's WebObjects somehow, and it works on top of an Illustra/Informix database, and it would help create these pages marvellously well. Before my eyes glazed over, Samir managed to explain to **Lori Fena**, the West Coast director of the Electronic Frontier Foundation, that NetObjects had tried to make an object that would automatically put 'the blue ribbon' on Web pages; unfortunately this socially responsible project was left uncompleted because it might be too intrusive.

"Lori did mention that, in anticipation of the signing of the Telecom Bill, hits to the EFF's homepage had catapulted to 250,000 on Tuesday, up from 80,000 Monday. (By Thursday that number had risen to 370,000, and two mirroring sites had been set up, taking some load off the EFF's stretched capabilities, one by an ISP in Cleveland, and the other by a private citizen in Boston.) In response to this impending doom and gloom about to cast a pall all over the net, the EFF asked all netizens to put a blue ribbon on their Web sites and link to the EFF's site, in an attempt to inform all Web surfers of the impact of this charming piece of legislation.

"Now the Thursday that the bill was signed was coincidentally the day of Rick's Actual Revelations, when his photographers would fan out over the globe, and the lovely cybersite would be built to show all of us netizens what a lovely place this Webworld is. And, lo and behold, if Rick didn't get some lovely flak (on DaveNet, naturally) for not more actively paying attention to the Telecom Bill backlash. No blue ribbon, no black background was observed on the 24HC site, so **Dave Winer**, naturally also one of Rick Smolan's friends for years, became a little disappointed in his buddy, despite indications of good cheer while actually present at this party. You could read DaveNet for the tawdry details, *http://www.hotwired.com/userland/24/davenets.html* . An interesting comment overheard about Dave during the course of the evening: 'I don't think I know anyone who doesn't think he's an ass. But maybe I just don't know the right people.'



THE EFF ASKED ALL NETIZENS TO PUT A BLUE RIBBON ON THEIR WEB SITES AND LINK TO THE EFF'S SITE, IN AN ATTEMPT TO INFORM ALL WEB SURFERS OF THE IMPACT OF THIS CHARMING PIECE OF LEGISLATION.

"**Marc Canter** was there, and very Marc. What else can I say? A much greater mystery at this party was the presence of decoder rings. Was this party about the safety and privacy of the Internet or of intellectual property? The table of **Dallas Semiconductor/Jostens decoder rings** (like the little chips you use to open office doors, these rings, combined with a pincode, 'unlock' your computer) seemed a little surreal. So did Rick's long, inaudible thank-you to his supporters and sponsors and sponsors. Party over or not, it was time to leave.

"Thursday night came along, and strangely enough, probably due to media supersaturation, I felt distinctly disinclined to actually visit the 24 Hours in Cyberspace mission control center. Instead I went to a **VeRGe** [Virtual Reality Education Foundation, Inc.] event at the **Exploratorium**. Hah, I only thought I had escaped the controversial cybersite! In response to the 'who thought of it first?' brouhaha, **Frank Catalano**, a Seattle-based consultant, was overheard proclaiming, 'If these claims are true, Rick Smolan could have a second career as the **Bill Gates** of the art world.' There were also two fatigued photographers lurking in the foreground, determined to capture this mixture of BMUG meeting and Sci-Fi convention and beam it up, if not to **Scotty**, then to Ricky's site. **Linda Jacobson** glowed when she introduced them, and happily crowed about her newish job at SGI as VR evangelist. It was a good show though. Lovely presentations/demos, either colorful or sensational. The most sensational perhaps was a video of **Char Davis's** creation, a 'place' that seemed like nothing so much as *Myst* for hackers (because of the big tree in the center?), where natural movements reminiscent of scuba diving are used to propel one through the virtual world. Linda explained that SGI loans an Onyx to deserving pioneers, and that as the Onyx rotates between different projects, Char is currently without her processing power.

"Less sensational, but amusing, was the fierce competition for VRML/Java programmers, evident when one person announced a desire to hire some, and at least one other attendee chimed in with 'Me too, me too!' Trend to watch or career-path to tread? Find out at the next VeRGe meeting maybe, which will be held in less than six months, Linda promises!"

Whew! Avatars can be so...useful. This particular avatar wrote an equally insightful and detailed account of various goings on around January's Macworld, which unfortunately we could not run due to space limitations. If any of you would like to read the words of wisdom, email me at *jeve@well.com* and I'll send it along. All questions about the avatar's identity will be cheerfully stonewalled.

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GULCH GOSSIP *continued...*

Notes From A National Educational Media Network Judge

My friend **Barbara Kossy** is not in the multimedia business, but she's smart and opinionated and has spent some of her time over the past ten years judging films and videos for the National Educational Media Network, an independent nonprofit organization trying to set some standards for educational media titles.

This year she sat on the multimedia music and sports panels. I think it's a good idea to hear an outsider's opinions once in a while, so following is her brief overview report on what she saw and heard. In this case, the guilty shall remain anonymous.

"There were about seven judges and seven titles in each of the two different sessions to judge the music and sports CD-ROM entries. We got to see and manipulate each title. I'll tell you, I was shocked at how bad the really bad ones were. I fell to musing out loud: 'Why would anyone spend the money to make something so bad?' and 'Don't these producers have any real friends who would honestly tell them that they're devoting their lives to producing useless dreck?' OK, I'll admit that it's true that the worst titles were also the most amusing.

"We took to imitating the bombastic yakking of the talking heads in the entry sponsored by a prestigious academic institution in the music section. In the sports panel, we jeered and moaned at the gratuitous photos of babes in g-strings posed with sports equipment for the pleasure of the eleven-year-old boys it was geared to—and for the forty-year-old boys as well. We voted thumbs down on that one. And we put our thumbs in our ears when we were subjected to grating 'move-to-next-screen' music, tuned with gee-whiz enthusiasm and doused with a dramatic shot of **John Williams**'s *Jaws* soundtrack. 'I wish John Williams had never been born,' I pouted.

"Some of the music titles claimed to have the ability to teach children and adults how to play music. Were the music teachers on the panel threatened? Was it a conflict of interest for them to judge what might steal away their jobs? In reply, they claimed that only a teacher could share the soul of music with a student as well as correct student posture and fingering.

"Rare was the title that used the interactive capabilities of multimedia. Many should have been books or video. Some should never have been made at all. The titles that attempted the least but covered their subject most thoroughly were the winners. Multimedia—another case where less is more."

I'm embargoed from announcing the winners before NEMN announces them formally, but to find out who successfully ran that gauntlet, or if you want to help judge the multimedia section next year, call the National Educational Media Network at (510)465-6878. ■

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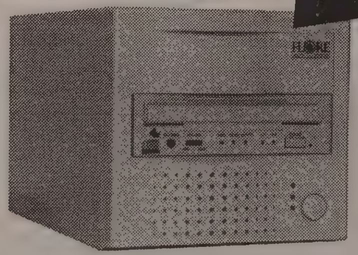

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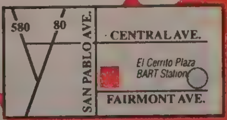

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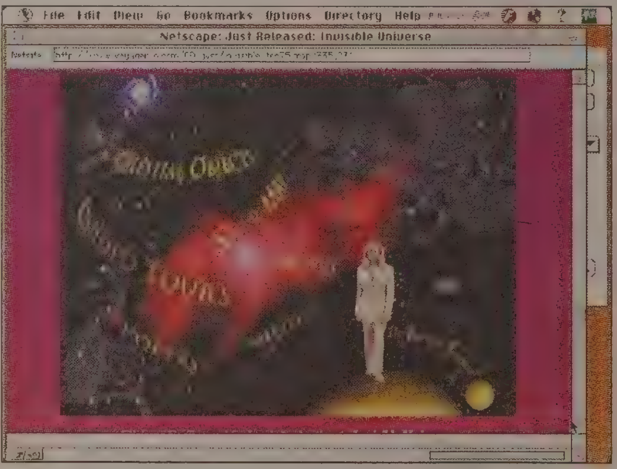
After crawling through the Web for a while, it's quite a relief to spend some time with a few CD-ROMs. It's not that the Web is all bad—obviously, there are some truly amazing things about it—but some species of plants grow faster than Web downloads when it comes to anything that deserves to have the word "multimedia" attached to it.

I will admit that I sometimes enjoy watching the graphics struggling to come to life, placing small bets with myself as to what it actually will be when it's finished squirming. However, this is hardly a productive use of my time, and I find myself downloading sound or video files very infrequently.

The RealAudio Player overcomes this drawback on the sites that have licensed the system, but, well, my ears are sensitive to sound quality and I can't say I get much pleasure from its current abilities. In comparison, CD-ROMs have good sound and video quality and appear blazingly fast even with only a double-speed CD-ROM drive. Another thing I like about CD-ROMs is that they're house-trained; they don't leave their cached .gif, .jpeg, and .html suffixed file-droppings cluttering up the old hard drive.

If I was faced with the hypothetical but unfortunate situation of having to choose just one publisher's CD-ROMs to look at and listen to, I would choose Voyager without a moment's hesitation. It's not that other publishers don't have worthwhile titles, but Voyager has more titles in a wider range of subject matters than any other publisher I'm aware of.



That's not the only reason. While not every Voyager title is excellent, or even intelligent in content, they are generally intelligent in concept and have something to say. Overall, Voyager's standards are very high; more importantly, Voyager's titles are handled intelligently and appropriately with regard to what CD-ROMs can do with something approaching elegance. Other publishers are becoming increasingly adept at basic techniques and design, but Voyager has done a lot of the groundwork. Navigation is generally well designed; we're not forced to wander around in fake 3-D spaces; there are indexes that work. The needs of the subject matter are met efficiently without stupid multimedia bells and whistles, cutesy animations, and irritatingly looped background music jamming up access and processor time and getting between you and the relevant information.

It's true that Voyager titles are not at the so-called bleeding edge of interactive, immersive cyber-pseudo-experiences, experiences that generally ask you to not merely suspend your disbelief but to leave your brain behind, operate on basic instinct, and mindlessly click around like some clueless guy hitting on every woman in a night-

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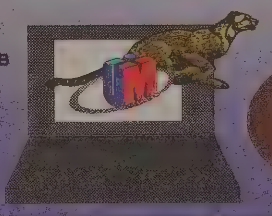

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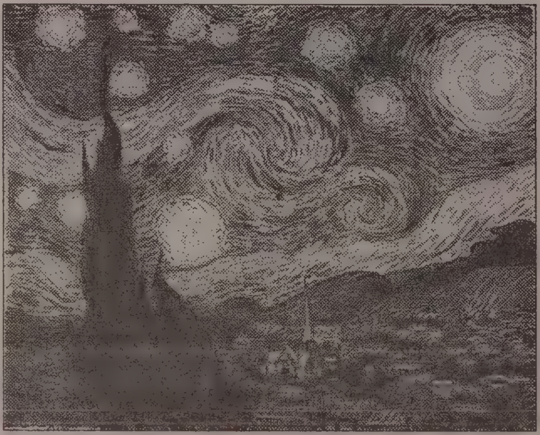
And who wants to bleed anyway? Voyager's slogan advises you to "Bring Your Brain." Your brain is where the really important interaction takes place; your own responses to stimuli are far more important than the interactivity with a computer. Just ask yourself: What use would a computer have if it were not interactive? Interactivity, either physical or mental, has been an absolute base requirement for any useful machine since long before the days of ENIAC, a computer that didn't do very much beyond figuring out how to kill people faster. Unfortunately, "interactivity" is a word that has been so horribly hyped, mangled, and prostituted in both the idiotic mainstream media and the specialist salivators going after potential profit of the professional trade press that it barely has meaning any longer.

VAN GOGH—STARRY NIGHT

Albert Boime's CD-ROM containing his ruminations on Van Gogh's famous painting *Starry Night* is an excellent example of Voyager's restrained but appropriate approach to multimedia. Besides a brief introduction, I didn't find any video or hear any music in the title, yet I was quite absorbed by what Boime has to say and the elegant way the subject is handled.

The backbone of Van *Gogh—Starry Night* is a lecture, or slide show, given by Boime, who reassesses Van Gogh's image as the crazy, tormented artist in light of the painting, the night skies of the time, and contemporary events in the sciences and the arts.



You can listen as Boime talks and look at big representations of paintings by Van Gogh and other artists, as well as photographs and illustrations of relevant subjects. Alternatively, you can see smaller representations while reading a transcript of what he's saying—a technique that is anathema to some of the whiz-bang multimedia kids, but useful nonetheless, as Boime's speech is occasionally hard to follow when he gets overexcited by what he's saying.

You can call up the details of any image. There are hypertext definitions and explanations of various words, terms, and concepts in the text. Every so often, as indicated by a new icon on the screen, you can link to a spoken sidebar that goes into more depth about a particular area, or to a relevant letter from Van Gogh to one of his relatives. You can also read a copy, but this time with hypertext, of the original long article by Boime about Van Gogh that first brought Boime out of rarefied academia. You can read many of Van Gogh's letters from the time straight through in their own section, again with hypertext additions. You can examine in detail the brushwork of *Starry Night* at your leisure in a large copy of the painting.

There's a well-arranged index of all the images and topics discussed that lets you jump around easily. If you've wandered off on some tangent, there's a return arrow. None of these features is exactly astounding any longer—in fact, should all be quite standard—but they are well designed and serve both the material and the reader/listener well.

Of course, looking at reproductions of great paintings is nothing like seeing the originals, but the images in *Van Gogh—Starry Night* look really good, certainly a lot better than many reproductions I've seen on paper. For a hybrid CD-ROM, *Van Gogh—Starry Night* looks and runs particularly well. The opportunity to look at the brushwork of *Starry Night* in detail is extremely valuable, although I suppose that, assuming you could get close enough in the museum, nothing could equal a face-to-paint experience with the original. However, that experience is difficult to come by, not only because of the painting's location but also because of time.

> **IF I WAS FACED WITH THE HYPOTHETICAL BUT UNFORTUNATE SITUATION OF HAVING TO CHOOSE JUST ONE PUBLISHER'S CD-ROMs TO LOOK AT AND LISTEN TO, I WOULD CHOOSE VOYAGER WITHOUT A MOMENT'S HESITATION.**

As Boime says, this is an experiment "to spend some time with a single work by Van Gogh, as if it hung in our home where we could contemplate it alone and close up." You're not entirely alone because of Boime's company, hand-holding, and valuable direction of attention (of course, you can shut him up at the click of a button), but you really can get the time to minutely examine the painting.

The only quibbles I have with the title are that there's no bookmark feature and that some of Boime's speaking is awkwardly broken mid-sentence as the screen changes from one image to another. This happens whether you're looking at big images or reading the transcript, which also breaks mid-sentence between screens. It would have been a big improvement to either figure out a way to make his speaking run smoothly (difficult but not impossible, I'd guess) or to simply transition at more logical points, like paragraph breaks or sentences.

However, all this technical execution would be irrelevant if the subject matter were not worth the trouble—and the subject matter is fascinating. Van Gogh painted at a time not totally dissimilar to our own in terms of its zeitgeist: a time of great change and progress; a time of overly confident faith in advancing science and technology; a time to question the

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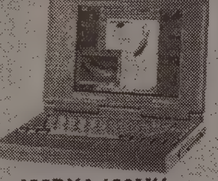

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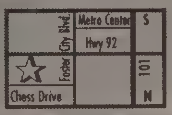

MULTIMEDIA *continued...*

meaning of nature; a time of new communications; a time when new art forms were strenuously attempting to interpret events in newly evolved ways for a broadening audience; a time of upset, turbulence, tumult, and money-making all mixed up with both bright and dark visions of the future. It was such a strong and well-defined phenomenon last time around that it became known as *fin de siècle*.

> **Unfortunately, "interactivity" is a word that has been so horribly hyped, mangled, and prostituted in both the idiotic mainstream media and the specialist salivators going after potential profit of the professional trade press that it barely has meaning any longer.**

This is all grist for Boime's mill as he examines what Van Gogh produced, how he painted it, and what might have been going on in his mind at the time. Obviously, Van Gogh was not exactly happy considering his ear slicing and eventual suicide, but Boime argues that he was not an isolated individual privately working out his anguish through his art. Rather, he was in touch with the events and issues of the day, and his work was to interpret those events artistically.

The question to ask with all multimedia is, "Could this have been done better with traditional media?" Boime has previously presented his case via old-fashioned print, and he could easily have done up this material as a linear video or traipsed around the country with a slide show. However, the CD-ROM adds value to his arguments. You can pause and think about what he's said; you can examine the art at your pace; you can interrupt his presentation to learn about an unfamiliar concept; using the index, you can follow a thread through several recurrences. All are things you can do, or come very close to doing, with one or another form of traditional media—but, not all of them in any one form.

In this case, there's a definite convenience to the CD-ROM; the sum of the combination of features adds up to more than the sum of the parts. I also think that the very nature and subject of Boime's thesis are peculiarly well suited to CD-ROM presentation. If you have an interest in understanding the cultural events of today, focusing on them through this particular lens of the past is a valuable exercise.

MAKING MUSIC

Morton Subotnick's *Making Music* CD-ROM is an amazing piece of work, a great example of the

continued on page 316

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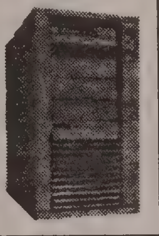

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MacroForm

Adding Versatility To LightWave

BY DOUGLAS J NAKAKIHARA

The success of Disney's *Toy Story* confirms that 3-D computer animation is here to stay. The public's increasing appetite for this type of entertainment is creating a huge demand for experienced people.

Much of the work you see, particularly on TV, has been accomplished using LightWave 3D (NewTek). The amazing thing about this program is that it costs less than $1000 and runs on an ordinary PC. Of course if you're thinking about doing a home version of *Babylon 5* or *Space: Above and Beyond*, you'll need substantially more horsepower than the average home computer—but you can use the exact same application used by top professionals.

MODEL BUILDING

A very important aspect to 3-D animating is modeling—building the imaginary objects. This is a career in itself. Although LightWave comes with a very capable modeling program called Modeler, there are many support programs available to help users get the job done faster and easier. One of the coolest to hit the market is MacroForm from One and Only Media.

MacroForm™
Powerful modeling macros for LightWave 3D™

Technically, MacroForm is a "collection of Modeler ARexx macros" for Amiga LightWave, but this is the understatement of the century. With MacroForm, you can create complex, organic-looking 3-D objects, something that is difficult, if not impossible, using Modeler's built-in tools alone.

TOOLS AND FEATURES

Before I get into MacroForm's modeling tools, let's talk about the KeyMaster macro. This provides the "glue" that binds and holds MacroForm together. Normally, with Modeler you can only assign ten macros to the function keys and that's it. With KeyMaster you can configure as many sets of function-key groups as you wish. When you install MacroForm, it automatically assigns all of its macros to the function keys for quick access.

The Align & Center macro performs some very interesting operations. If no background layer is selected, you can align objects in the active layer independently on X, Y, and Z axes relative to the origin (0,0,0). If a background layer is selected, you can align objects between the two layers. There is also an option of automatically scaling objects as they are aligned. Align & Center provides much more flexibility than LightWave's Center macro.

Dimensions is a sizing macro. It not only tells you the precise size of your object based on a rectangular bounding box, but lets you scale your object. One of the tutorials illustrates the incredible power of this macro: There is a ruler sitting on a table. Since you know the ruler is one foot long, you can select only the ruler, adjust its length, and have all other objects scale accordingly. Wow!

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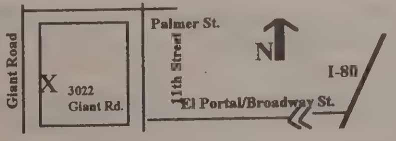

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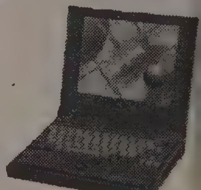

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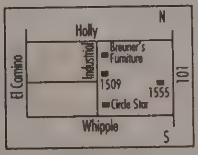
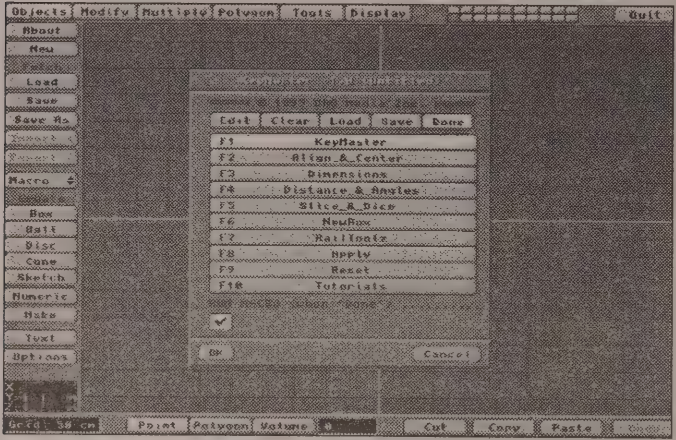




MacroForm KeyMaster menu

Modeler has a built-in measuring tool, but it usually returns an approximation at best. MacroForm's Distance & Angles macro will tell you the exact distance between two points. You are also given the angles that exist between the points.

If you've done a lot of modeling, you've probably run into a situation where your object just didn't have enough segments. This can happen when you are trying to Metaform something or use a displacement map on the object. Now of course you could just perform a subdivide, but this usually results in oddly shaped polygons. The Slice & Dice macro will automatically segment your object using user-definable divisions. You can also control the overall design of the segments using linear- and radial-type layouts.

In the past I've done this manually, and it involves the tedious process of creating an array of background objects to form the segments and then using a Stencil drill. In contrast, Slice & Dice is easy.

With Modeler, creating a box by manually entering the numeric values can be tedious. MacroForm's NewBox macro offers a nice alternative. All you do is enter the width, height, and depth to make a box. The number of segments is also definable.

You are also given the option of having rounded edges. Previously, I would have used Modeler's Metaform tool to create the rounded edges, but NewBox makes it so much easier to do.

RAILTOOLZ

RailToolz are twelve macros, some of the handiest modeling tools around. Basically, these tools let you deform an object using spline curves. If you're familiar with patching spline cages with Modeler or its Rail Extrude function, you already have a basic understanding of spline curves. However, MacroForm uses them in ways you never thought possible.

There's no way to cover all of MacroForm's intricacies, so I'll try to give you just a taste of the power of its features. Be warned that MacroForm has a very steep learning curve even for experienced modelers. However, if you can master even its basic functions, you'll be performing what would otherwise be impossible feats.

Have you ever wanted to bend an object? I can remember unsuccessfully trying to turn the head of LightWave's Cow object using the Rotate tool in spectacular fashion. With the BendRail tool, it's a snap. Just build a simple spline curve in a background layer and select the polygons for the head. The result? A smooth and natural turn of ol' Bessie's head. Moo!

With MacroForm, you can create complex, organic-looking 3-D objects, something that is difficult, if not impossible, using Modeler's built-in tools alone.

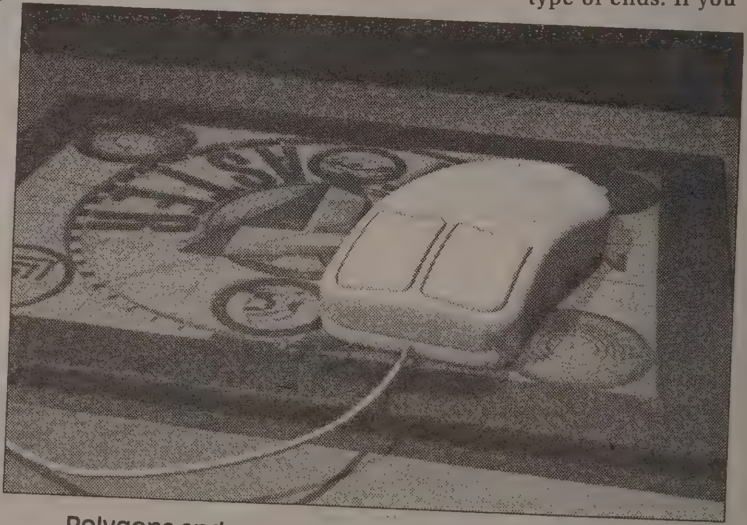
The SmartRail tool works much like Modeler's built-in Rail Extrude tool. However, if you've ever used Rail Extrude you might have encountered some frustration trying to orient the polygon properly. SmartRail does it all for you automatically! In fact, it will create a disk polygon for you, if you're feeling particularly lazy.

The RailForm tool is a bit different from the other RailToolz in that it uses closed spline curves. Basically it warps an object to the shape of a closed curve. It has many parameters that also allow you to customize the object's conformity to the shape.

RailLength will tell you the true length of a spline curve in 3-D space. You can also get the apparent 2-D length in any of the three views (i.e., top, face, and left). You are even given the option to adjust the length of the curve. This tool could come in very handy if you were trying to adjust, say, some cable objects that needed to be a specific length.

RailMold, one of the more complex modeling tools, allows you to mold the shape of a model using spline curves as if you were molding clay. You might start with a flat, segmented box. This can be turned into a field of smooth, rolling hills. It's sort of like having a controllable displacement map.

The Curvaceous tool creates polygons from curves. If you had, say, a curve in the shape of the letter S, this tool would create an S-shaped polygon. You also have several options, including giving it depth, segmenting, and defining the type of ends. If you use two curves, you can vary the width of the polygon along the length of the first curve. At first I couldn't think of a good use for this tool, but it's terrific for creating 2-D stencils.



Polygons and curves used to create mouse object

Many LightWave users think of Modeler's Bevel tool as a "finishing touch" operation—something you do at the end to give your object a cooler look. However, experienced modelers use Bevel as one of their primary creation tools and

continued on page 318

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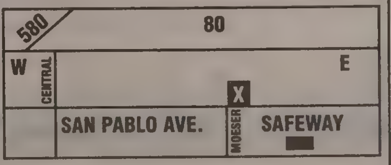

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LucasArts: Expanding The Star Wars Universe

At Skywalker Ranch, Multimedia Meets The Movies

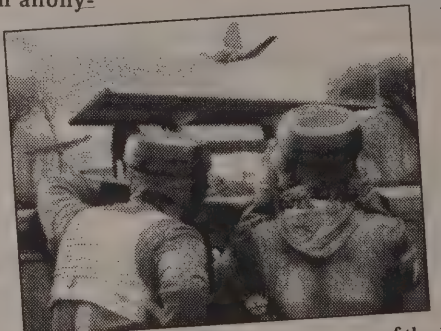
The first time I visited George Lucas's fabled Skywalker Ranch in Marin County a few years ago, I was struck by the incredibly faithful detail of its agrarian buildings and landscapes; not a single blade of grass was out of place. Only when that scene caused me to recall a summer I spent at my grandfather's farm in Virginia did the missing sensory element reveal itself. Unlike a working spread, this idyllic ranch was as silent as a sound stage.

That silence ended the minute I opened the door to a dark wooden horse stable building for my visit to LucasFilms Ltd.'s (then) New Games Division. Like so many other animation studios and game developers' digs, the dimly-lit space was bursting like a big piñata full of inflatable toys, beer and sports promotional balloons, and giant action figure cut-outs. Monitor screens linked into the wired techno-chaos of computers, and peripherals blinked with different parts of Rescue on Fractalus, all furiously preparing for eventual union on the same set of floppies.

THE FORCE GROWS

Today the delivery medium is silvery CDs instead of blocky floppies, and the company's runaway hit CD-ROM Rebel Assault has sold 1.5 million units worldwide. According to *PC Data*, LucasArts currently holds the largest market share for publishers of PC entertainment.

The inflatables and action figures have all drifted far south of the ranch to hang out in the gamers' new and and larger working space. Quartered in an anonymous gray concrete building in a tree-lined cluster of similar neighbors in the foothills of San Rafael, LucasArts Entertainment Company kneels under the fog-shrouded shadow of Marin County's tallest peak. Sacred to Native Americans, Mount Tamalpais is the "Mount Fuji" of Northern California.



To the north at Skywalker Ranch, the lights are burning late as a growing force of artists labor on the pre-production planning and design for the next mighty trilogy of the *Star Wars* films. In Southern San Rafael is Skywalker Sound and Industrial Light & Magic, which create sonic and cinematic wonders like those heard and seen in *Jurassic Park* and *Jumanji*.

FROM MANIAC MANSION TO REBEL ASSAULT

LucasArts Entertainment Company was founded in 1983 by George Lucas with a handful of developers; they produced educational multimedia and games such as Labyrinth, Ballblazer, and Rescue on Fractalus, as well as the classic Maniac Mansion in 1987. In 1992, LucasArts released its first CD-ROM games, including The Secret of Monkey Island and Secret Weapons of the Luftwaffe.

LucasArts began to diversify its product line early on to include original concept games such as the comic graphic adventure puzzles Day of the Tentacle and Sam & Max Hit the Road. Today, headed by current president Jack Sorensen, LucasArts employs over 220 people. The dimly lit interior of LucasArts's long building feels as

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LUCASARTS *continued...*

dimensionless as a video game. Curved corrugated metal cores enclose office hubs; endless ranks of black cubicles shelter the frenzied deliberations of artists, programmers, quality control workers, and customer support staff.

Director Steven Spielberg created the idea for The Dig. He wanted to see what could happen with a science fiction CD-ROM game that combined Forbidden Planets, sense of wonder, and the character development of Treasure of the Sierra Madre.

Vince Lee, designer and project leader of Rebel Assault II, came to LucasArts straight out of the University of California at Berkeley, where he received his Masters in Robotics. Rebel Assault was his first commercial game title here.

"Rebel Assault II," says Lee, "was the first time that George Lucas has let anyone else film a live action *Star Wars* fantasy." All the characters in the game are played by professional actors, who are videotaped against a blue screen wearing authentic *Star Wars* costumes with actual props from the movies. Rebel Assault II has its own characters with their own motivations.

Lee explains, "There is a good amount of freedom involved in working in the *Star Wars* universe. We start with a story and work it through so that it makes a good amount of sense, and then pass that on to licensing." LucasFilm reviews the final script and makes suggestions to make sure that there are no conflicts. "We can't kill off characters that may appear in future projects," Lee cautions.

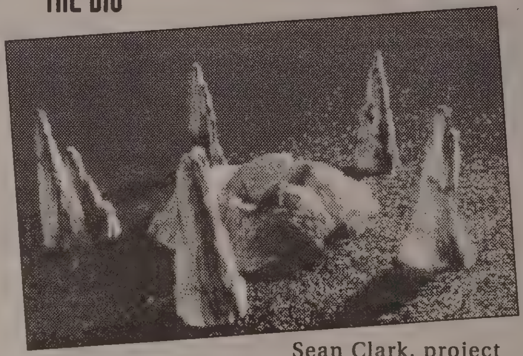
INSANELY SCUMMY PROGRAMMING

"I program in C and assembly language," says Lee. "We've developed SMUSH, which does the compression and has a timeline on which we can sequence different animations and combine sound effects, voice, and music into an integrated animation file which can be played back later. It has hooks built into it for interactivity." LucasArt's SCUMM (Script Creation Utility for Maniac Mansion) story engine, with the integration of INSANE (INteractive Streaming ANimation Engine), was used in Rebel Assault, to support speedy action chase sequences.

Lee works on an IBM-compatible Pentium computer, and his artists use Autodesk's 3D Studio for 3D modeling and rendering. For painting, Lee wrote VPaint, a multi-layered special effects program based on Deluxe Paint.

An internal team of composers and sound specialists designed their own sound system, iMUSE (Interactive Music and Sound Effects). Many of its sound effects are *Star Wars* originals borrowed from the LucasFilm library. Lee wrote a sound editor that provides ten channels that cut, paste, and scale sounds to animation sequences.

THE DIG



Sean Clark, project leader of The Dig, went to Sonoma State University, where he majored in computer science. Before Clark took on The Dig, he had completed Sam and Max Hit the Road, and before that, Indiana Jones and the Fate of Atlantis.

The Dig is a graphic science fiction adventure filled with dramatic action. "We've never really tried to do this before," admits Clark. "We made the story the focal point."

Director Steven Spielberg created the idea for The Dig. He wanted to see what could happen with a science fiction CD-ROM game that combined Forbidden Planet's sense of wonder and the character development of Treasure of the Sierra Madre.

"Once I had a firm idea of what I wanted to do," says Clark, "I took it back to Spielberg and did story conferencing with him." During the production cycle, LucasArts sent material back and forth from Marin County to Los Angeles, with Spielberg giving his enthusiastic approval for the final form.

The *Dig* team grew to fifty people, one of the largest efforts achieved at LucasArts. "With each game," says Clark, "we evolve and revise the game engine for the demands of the new project. Game development is a moving target. When we hire 3D artists we let them use the tools they are most comfortable with and then we'll figure out how to convert their file to get it all to work right."

Titles currently under development include Indiana Jones and His Desktop Adventures; Mortimer and the Riddles of the Medallion; Afterlife; and Shadows of the Empire, which will be for the Nintendo 64. LucasArts has grasped the fire and magic of *Star Wars* and expanded it to the desktop.

USEFUL BOOKS

A great many 3D action games are structured using Autodesk's 3D Studio PC-based software. 3D Studio Hollywood & Gaming Effects (New Riders, 260 pp.+CD, $50) reveals how many outstanding effects for multimedia and the movies have been accomplished in this format.

Even if you don't use 3D Studio, the book is a good case study of how 3D is used for a variety of effects applications. Examples include pieces from CD-ROM titles such as The Daedelus Encounter and Frankenstein: Through the Eyes of the Monster.

In the book, each special effect is described step-by-step by the artist, and is illustrated with full-color screen shots and renderings. The effects involve all the major areas of the 3D Studio application, including modeling, materials and maps, keyframing, and IPAS. For intermediate through advanced users, the CD includes demos, FLICs, and lots of TIF maps and animaps textures.

Internet Graphics Gallery by Paul DeGroot and Dick Oliver (Que, 593 pp.+CD, $39.95) is "An Insider's Guide to finding, downloading and viewing graphics on the Internet." This excellent reference includes the best graphic sites on the net, with some descriptive evaluations as long as two pages. These sites range from clip art lodes to museums and computer generated art. Also helpful are the chapters on cyberminer's tips for extracting and refining these resources. The CD-ROM, available for Mac and Windows, includes links, a cybergallery of images and videos, Internet access software, and graphics utilities.

CD-ROMs are great, especially for those of us who design and produce them. But for the defenseless end-user, as much as 40% of pur-

continued on page 320

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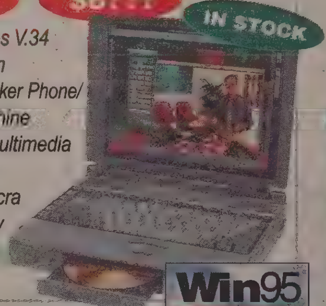

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QuickTime Live!

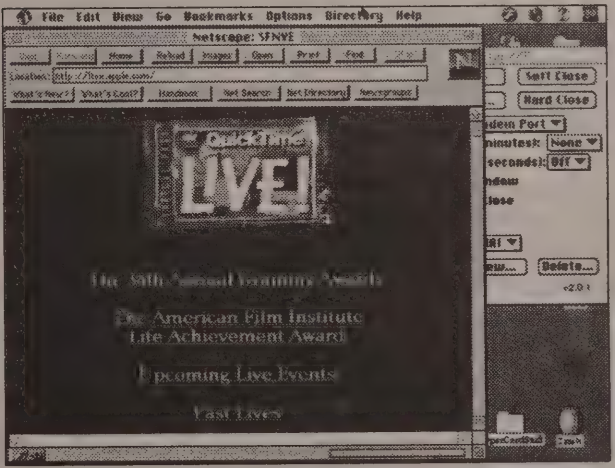
Apple Tries Its Hand At Cybercasting

"Broadcasting live and direct to the Internet" is not a common catchphrase yet, but as Internet-savvy companies explore the realities of "cybercasting," it may become one.

Several companies have released tools that make it possible for people to see and hear live events via the Internet. RealAudio lets you listen to the news in real time, and Internet Phone lets you chat with your buddies using the net. On January 4, New York City-based SenseNet Inc. graced the net with bands ranging from Joan Jett & The Blackhearts to Miss Guy and The Toilet Boys during "Live and In Concert," perhaps the most heavily attended Internet concert to date (*http://inconcert.com/*).

Apple Computer is on the cybercasting bandwagon, too. The company calls its technology "QuickTime Live!" and describes it as a "virtual venue for live, interactive, on-line entertainment." The "venue" is a Web site (*http://live.apple.com*) where Apple places pictures, sounds, movie snippets, and other multimedia doodads from selected events. Or, in the parlance of Apple's wordy press release: "QuickTime Live! makes it possible for people to view live events over the Internet, bridging the gap between real-time and virtual space."

Apple debuted QuickTime Live! on December 31, 1995, with "cybercasted" events from Bill Graham's San Francisco New Year's Eve party. Still pictures, audio clips, and videos were available in near real time, apparently so people stuck at home on New Year's Eve could watch others having a better time than they were.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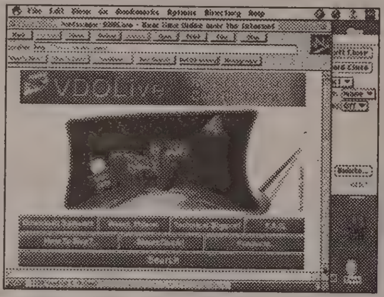
If you want to view a QuickTime movie from the Internet, you have to wait for the entire file to download before seeing so much as the first frame.

OLD ANSWERS TO NEW PROBLEMS

Although the content may prove to be worthwhile, QuickTime live is not a product rollout; it's more of a stylized marketing scam. Apple makes it clear that its own products—the QuickTake camera, QuickTime VR, and Apple Workgroup Servers—are used to create the Live! con-

BY KEVIN M. SAVETZ



tent. One might hope that the site would feature new software—perhaps a program to let you download and view QuickTime movies in real time. No such luck—Apple is relying on existing programs like RealAudio and Netscape Navigator for client use.

This alone is disappointing. If you want to view a QuickTime movie from the Internet, you have to wait for the entire file to download before seeing so much as the first frame. Since QuickTime movies can be very large, it can take several minutes to transfer even a short video clip. There currently isn't a way to download and watch movies (in QuickTime or any other format) in real time, or "streaming" format, on the Macintosh. VDOLive (*http://www.vdolive.com/*) does a fine job of offering streaming video for Windows users, but VDOLive isn't yet available for the Macintosh. When it becomes available, it isn't likely that it will support the QuickTime format.

Apple dropped the ball with QuickTime Live!, offering existing, mediocre software for its Internet "cybercasting," although the company is in a unique position to create a new standard for live video on the Mac.

CONTENT IS THE NAME OF THE GAME

Future events include coverage of Touchstone Pictures' upcoming thriller *Ransom*, and the announcement of award winners at the Sundance Film Festival.

If Apple is going to be a serious contender in this "cybercasting" game, it needs to learn very quickly that just because it's slapped a live event on the net doesn't make it interesting. Ask yourself: Would you pay attention for more than fifteen seconds if CNN did a story about the release of *Ransom*, or thirty seconds about the winners of a film festival? Probably not. Does Apple believe that people will spend minutes downloading pictures and sounds from these nonevents? Once the novelty wears off, people won't.

Still, you can appreciate Apple's angle: show off some products, form some partnerships with content providers, get people interested in the technology. These are certainly worthy goals, but Apple could be doing so much more with the QuickTime Live! concept.

Once in a while, a company like Apple unveils an incredible multimedia resource. But it doesn't look like QuickTime Live! will be one. The lack of specialized software and absence of interesting content for QuickTime Live! indicates that Apple is only giving lip service to the revolution of Internet multimedia. ■

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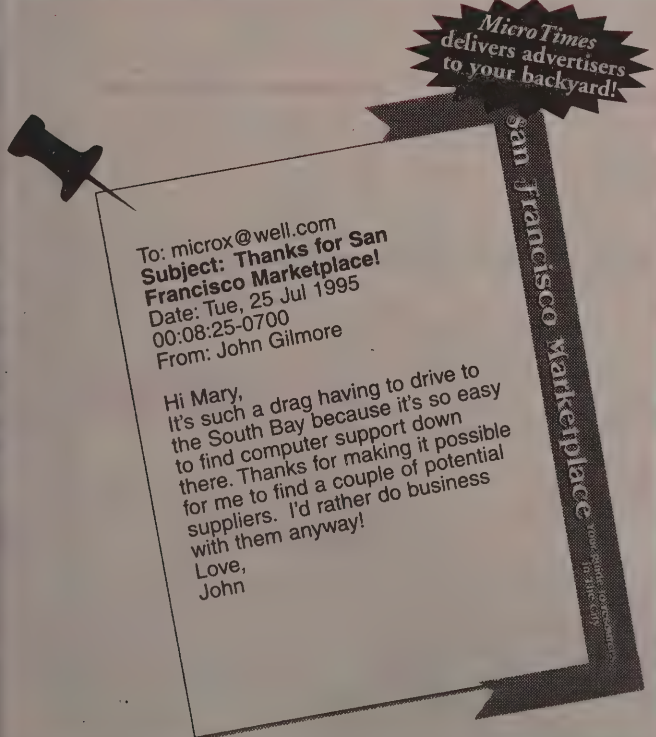
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101 Keyboard
MS Comp Mouse

W/ MATH CO-PROCESSOR

$1499

»system upgrade options«

8 MB to 16 MB Memory (72p)	Add	$149
8 MB to 32 MB Memory (72p)	Add	$460
16 MB to 32 MB Memory	Add	$320
540 MB Hard Drv. to 850 MB (IDE)	Add	$40
540 MB Hard Drv. to 1.0 GB (IDE)	Add	$95
850 MB Hard Drv. to 1.0 GB (IDE)	Add	$50
Mini to Medium / Full Tower	Add	$30 / 50
VLB to PCI M.B. w/ PCI Video	Add	$35
256 KB to 512 KB Cache	Add	$150
14" SVGA NI to 15"/17"	Add	$109 / 350
15" SVGA to 17"	Add	$250
486 CPU Cooling Fan	Add	$10

!! Ask for other Upgrades !!

SOUND CARDS

Sound Blaster 16 IDE	$79
Sound Blaster 16 Multi-CD	$76
Sound Blaster 16 Multi-CD w/ ASP	$119
Sound Blaster 16 SCSI	$99
Sound Blaster Awe 32 (up to 28MB)	$239
3D Supersound 16 IDE LATEST !!	$79
Creative Lab **ASP Chip** - Retail Box	$46
Sounds Easy Pro16 Plus	$49
Media Vision ProSonic 16 SCSI (OEM)	$69

MEMORY

30 Pins	1 MB / 4 MB SIMM	$29 / 89
w/parity	1 MB / 4 MB SIMM	$39 / 109
72 Pins	4 MB / 8 MB SIMM	$89 / 159
	16 MB / 32 MB SIMM	$319 / 689
w/parity	4 MB / 8 MB SIMM	$99 / 199
	16 MB / 32 MB SIMM	$399 / 769
EDO	4 MB / 8 MB SIMM	$99 / 169
	16 MB / 32 MB SIMM	$399 / 839

30 Pin to 72 Pin **SIMM Modular Converter**. $26.99

Multimedia Kits

Double Speed CD ROM Kit	$105
6-Speed IDE CD ROM Kit	$199

Includes: **CD-ROM Drive**
- Sounds Easy Pro16 Plus Sound Card
Sound Blaster Pro compatible
- 1 Pair of Magnetically Shielded Speakers
- Sound Card Software; **Free 1 Selected CD Title**

Pentium CPU Fan w/ Alarm $29.99

4 Speed IDE Multimedia Kit

- Sound Blaster 16 IDE Sound Card

FREE 1 Pair of Magnetically Shielded Speakers
FREE Sound Card Software
FREE 1 Selected CD Title

$179

14.4k bps Data/Fax Modem-Int.	$ 38
28.8k bps v.34 Data/Fax Modem-Int./Ext.	$125.99/ 149

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MOTHERBOARD + CPU

486 DX2 & DX4 VLB MOTHERBOARD w/256KB CACHE

AMD DX2-66 / 80 / DX4-100 / DX4-120 MHz	$95 / 105 / 115 / 145
Cyrix DX2-66 / 80 MHz / 100 MHz	$85 / 95 / 105
IBM DX2-80 MHz	$125
Intel DX2-66 / 75 / DX4-100 MHz	$125 / 135 / 145
Upgrade From VLB to PCI Architecture	Add $20.00

Intel Pentium Processor PCI MOTHERBOARD w/256KB CACHE
(with 4-PCI, 4-ISA, Built-in EIDE, High Speed 16550 I/O)

Pentium 75/ 90/ 100/ 120/ 133 MHz-SIS Chip Set	$239 / 339 / 349 / 409 / 489
Pentium 75/90/100/120/133 MHz-Intel Trition Chipset	$249/ 349/ 359/ 419/ 489

Intel TRITON CHIP SET w/256KB PIPELINE BURST CACHE

Pentium 100 / 120 / 133 / 150 / 166MHz	$379 / 439 / 519 / 629 / 859

Intel ENDEAVOR - INTEL TRITON CHIP SET w/256KB PIPELINE BURST Cache
Features: Built-in PCI / IDE, Flash BIOS, Built-in Creative Lab Sound Card, with 3-PCI, 2-ISA, 1-Combo ISA/PCI, 8.6"x10" Size

Pentium 75 / 90 / 100 / 120 / 133 MHz	$359 / 459 / 469 / 529 / 599

Intel ATLANTIS - INTEL TRITON CHIP SET w/256KB PIPELINE BURST Cache
Features: Built-in PCI / IDE, Built-in Crystal CS4232 Sound Card, Onboard ATI Mach 64 Graphic Card 1MB exp to 2MB

Pentium 100 / 120 / 133 / 150 / **166** MHz	$569 / 629 / 709 / 819 / 1049
NEXGEN NX586 **PF-100 / PF-110** *PCI* with Math Co-processor	$389/ 409
486 VL-BUS MOTHERBOARD ONLY 128K / 256K	$79 / 89

! HOT Specials !

Diamond Stealth Video 64 - *PCI / 2MB **VRAM** Video Card*	$248
Diamond Multimedia EDGE3D(PCI 2MB VRAM/Video MPEG/16 Sound Card)	$379
Number 9 Imagine 128 - *PCI / 4MB **VRAM** Video Card*	$589
Maxtor / Seagate 2.0GB IDE Hard Drive NEW !!	$349 / 389
Toshiba 4X 5302B IDE CD-ROM Drive (190ms,600KB/s) .256K buffer	$79
Toshiba 6X 5522B IDE CD-ROM Drive NEW !!	$169
Toshiba 6.7X SCSI CD-ROM Drive (120ms, 1000KB/s)	$289
Iomega Ditto 800MB (compresed) External Tape Drive - Parallel	$189
Mobile Rack Removable Hard Drive Frame - SCSI / IDE NEW !!	$24.99ea
Sony CSS-B100 Multimedia Speakers	$45.99

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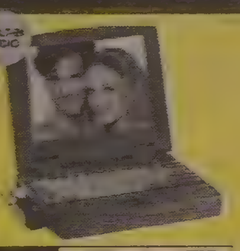
Complete Multimedia & Internet Ready Solutions

Chembook 9800



Specifications:

- Genuine Intel CPU Processor
- 128K Cache on 9400, 256K Cache on 9800
- 32 Bit VESA Local Bus Video with 10.3" Display
- 1MB Video RAM with 640x480 on Panel, 1024x768 on CRT
- 16 Bit Sound Blaster Compatible Audio System
- **Built-in 8MB RAM**
- 1.44MB High Density Floppy Drive
- **Removable 540MB Hard Disk Drive (810MB, 1.3GB Optional)**
- PCMCIA Slots (2 Type II or 1 Type III)
- Built-in 19mm Front-Centered Trackball
- Dual NiMH Battery with Hot Swap & 2 Hr Quick Charge
- Ports for Hi-Speed Ser, EPP Ext CRT, Keyboard/Mouse & VLB Docking Station
- AC/DC Adapter, Carrying Case
- Weight: 6.6lbs: 11.4x8.5x1.8"

NEW LOW PRICES	DUAL SCAN	ACTIVE MATRIX
9800 - Pentium 75MHz	$2005	$2010
9800 - Pentium 90MHz	$2115	$2410
9800 - Pentium 100MHz	$2130	$2415
9800 - Pentium 120MHz	$2200	$2480

Chembook 5400

- Genuine Intel Pentium CPU Processor (all models)
- **256K L1 & L2 RAM, 8MB DIMM RAM Exp. to 16/24/32MB**
- **32-Bit PCI Local Bus Controller with 2MB VRAM Video**
- 11.3" Dual Scan or 10.3" Active Color with 800x600 on Panel, 1280x1024 on CRT
- 1.44 MB Floppy Drive, 540MB Removable Hard Drive (810, 1GB optional)
- PCMCIA Slots (2 Type II or 1 Type III)
- **Built-in Glide Point (PS/2), Built-in Joystick**
- 16-Bit Sound Blaster Compatible Sound System with Built-in Speaker, Mic, Line-in/Out
- Internal 4X CD-ROM Drive
- **Infrared File Transfer Capability**
- Ports for High Speed Super Serial, EPP External CRT, Docking Station and MIDI
- Weight: 7 lbs (with Battery) 10.8" x 8.84" x 2.13"
- NiMH Battery (2.5 hours) Quick Charge 2 Hour Rechargeable

Spring Blowout

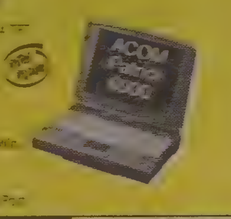
GREAT VALUE	Dual Scan	Active Matrix
Pentium-75MHz	$2370	$2570
Pentium-90MHz	$2470	$2670
Pentium-100MHz	$2475	$2675
Pentium-120MHz	$2545	$2745
Pentium-133MHz	$2625	$2825

Patriot 6000

Pentium-Powered, Huge 11.3" Dual SCAN & CD-READY MULTIMEDIA FREEDOM

Specifications

- Genuine Intel 486 or Cyrix/Pentium CPU Processor
- 256KB Cache Memory on Board
- **8MB RAM (16MB, 24MB, 32MB Optional)**
- 32 Bit Local Bus with 1MB Video RAM
- Dual Scan 11.3" Display, Active 10.4" TFT
- **Removable 540MB IDE HDD (810MB, 1.2GB Optional)**
- 3.5" 1.44MB Removable Floppy Drive
- 2 Type II (Stacked) 1 Type III PCMCIA Slots
- 86 Key Keyboard, Inverted "T" Cursor
- Built-in Touch Sensitive Trackpad
- Built-in Speakers and Microphone
- Built-in 16-bit Audio Compatible SB 16 & Win. Sound System
- 1 Serial Port (16550 UART), Parallel Port (EPP/ECP)
- MIDI/Joystick Port, RCA Composite Video Port
- Built-in IrDA Compatible HP Infra-red Communications Modules
- 110V/240V AC Adapter
- Removable Ni-Battery
- [illegible] Durable Carrying Case
- **CD ROM Drive 5.25" 4X Enhanced IDE Interface (Optional)**

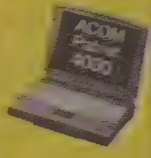


NEW MODEL	10.4" Dual	10.4" Active
486DX4-100	$1945	$2325
Cyrix 100MHz	$1985	$2365

Blowout On Patriot 4000

- Intel 486DX4-100MHz
- 4MB RAM
- 540MB Hard Drive
- Dual Scan
- Touch-sensitive Trackpad
- 32-Bit Local Bus/1M VRAM

$1595



Won't Last

Patriot 8000

100% WINDOWS 95 COMPATIBLE

Specifications:

- Intel Pentium 75 & 90MHz
- 256KB L2 Cache Memory on Board
- 8MB RAM (16, 24, 32MB Optional)
- 32 Bit Local Bus with 1MB Video RAM
- Dual Scan 10.4" TFT
- Removable 540MB IDE HDD (810MB, 1.3GB Optional)
- 3.5" 1.44MB Removable Floppy Drive
- 2 Type II (Stacked) 1 Type III PCMCIA Slot
- 86 Key Keyboard, Inverted "T" Cursor
- Built-in Touch Sensitive Trackpad
- Built-in Speakers and Microphone
- Built-in 16 Bit Audio Compatible with Sound Blaster 16 and Windows Sound System
- 1 Serial Port (16550 UART), Parallel Port (EPP/ECP), MIDI/Joystick Port, RCA Composite Video Port, PS/2 Mouse Port
- Built-in IrDA Compatible HP Infra-red Communications Module
- 110V/240V AC Adapter
- Removable Ni-MH Battery
- Second Battery can be installed in Place of FDD
- Durable Carrying Case
- 5.25" Quad Speed Enhanced IDE Interface CD ROM Drive (Optional)

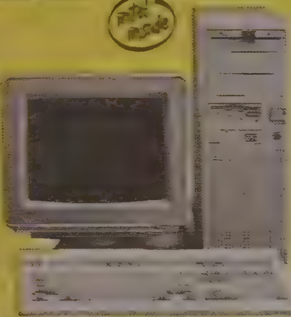
New Pentium Released

ACOM Patriot 8000

HOT MODEL	Dual Scan	TFT Active Matrix
Pentium 75MHz	$2195	$2565
Pentium 90MHz	$2295	$2565
Pentium 100MHz	$2300	$2670
Pentium 120MHz	$2370	$2740
Pentium 133MHz	$2450	$2820
4X CD ROM		Add $295

Ultimate Pentium SCSI LAN Server

- Intel Endeavor Triton Chipset w/256K Pipeline Burst Cache
- Intel Pentium™ Processor
- 16MB 72-pin RAM up to 128MB Simm
- Quantum FB1080S Fireball 1.08 Fast SCSI Hard Drive
- Adaptec 2940W Fast & Wide SCSI Controller w/Kit
- Teac 1.44MB Floppy Drive
- 2 Hi-Speed Serial Ports, 1 Enhanced Parallel Port
- Diamond Stealth 64 PCI 1MB DRAM Display
- SOCOS 14" NI .28 Green Monitor
- Mitsumi 104 Enhanced Keyboard for Windows 95
- Microsoft V2.0 Serial Mouse w/Pad
- Deluxe 6-Bay Full Tower w/300W Power Supply
- Toshiba 3701B 6X SCSI Internal CD-ROM
- Creative Labs Sound Blaster 16 Vibra Sound Card
- 3Com 3C590 PCI Combo Network Card
- Smartlink 28.8 Internal V.34 AT&T Chipset



Pentium Pro Available

PENTIUM

Pentium 75/90/100MHz $2115/2215/2220

Pentium 120/133/150/166MHz $2290/2370/2470/2670

Professional Pentium Station

- Intel Triton Chipset w/256K SRAM Cache
- Intel Pentium™ Processor
- 8MB 72-pin RAM up to 128MB Simm
- Western Digital 31200A 1.2GB 10ms
- Teac 1.44MB Floppy Drive
- 2 Hi-Speed Serial Ports, 1 Enhanced Parallel Port
- Diamond Stealth 64 Video PCI 2MB VRAM 64 Bit Graphics/MPEG
- Impression 7E 17" NI .28dp 1280x1024 Digital Green Monitor
- Mitsumi 104 Enhanced Keyboard for Windows 95
- Microsoft V2.0 Serial Mouse w/Pad
- Deluxe Super Mini Tower 6-Bay 250W Power Supply
- Toshiba 5302 4X Internal Enhanced IDE CD-ROM
- Creative Labs Sound Blaster 16 Vibra Sound Card
- 3Com 3C590B Etherlink III Combo
- Smartlink 28.8 Internal V.34 Fax/Modem

PENTIUM

Pentium 75/90/100MHz $1885/2085/2090

Pentium 120/133/150/166MHz $2160/2270/2470/2670

DFI 7200

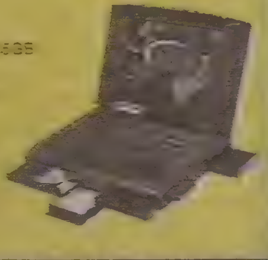
Specifications:

- Intel Pentium® Processor 75/90/100/120MHz
- 256K L2 Cache
- Plug & Play for Windows 95
- Lithium Battery
- 10.4" VGA Dual Scan or Active Color 800x600
- 8MB RAM Expandable to 64 MB
- Removable 540MB Hard Drive, upgradeable to 1.35GB
- 1.44MB Floppy Drive
- Built-in Infrared Port for Wireless Communication
- 2 Type II and 1 Type III PCMCIA Slots
- I/O Ports
- Free MPEG Multimedia Software
- 4x CD-ROM Drive Optional
- 16-Bit Stereo Sound System
- Speakers & Mic
- Touchpad Pointing Device

Optional:

- Mini Docking Station w/SCSI-II Ports & Extra PCMCIA Ports
- Full Size Docking Station

Lithium Battery



	Dual Scan	TFT Active Matrix
Pentium 75MHz	$2329	$2629
Pentium 90MHz	$2439	$2739
Pentium 100MHz	N/A	$2939
4X Speed CD ROM		Add $295

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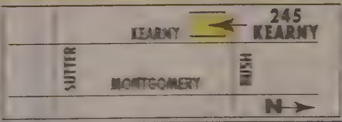

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Pentium® PCI Triton Chipset Motherboard w/256K Cache
Intel Pentium CPU with Heatsink & Cooling Fan
Teac 1.44MB FD
8MB RAM Expandable to 128MB
1.2GB Eide Hard Disk
PCI Enhanced IDE with 2-High Speed Serials, 1 Parallel Port
PCI Windows Accelerator Video Card with 1MB DRAM
Socos 14" NI Green 1024 X 768 0.28dpi Monitor
Mini Tower Case W/230w PS
101 Enhanced Keyboard
MS Compatible Mouse w/Pad

Pentium 75MHz	$959
Pentium 100MHz	$1069
Pentium 120MHz	$1129
Pentium 133MHz	$1229
Pentium 150MHz	$1379
Pentium 166MHz	$1579

Pentium System 2

Pentium® PCI Triton Chipset 256K Pipeline Burst Cache
Intel Pentium CPU with Heatsink & Cooling Fan
Teac 1.44MB FD
8MB RAM Expandable to 128MB
1.2GB EIDE Hard Disk
PCI Enhanced IDE with 2 High Speed Serials, 1 Parallel Port
PCI Windows Accelerator Video Card with 1MB DRAM
15" GVC Monitor Digital Control, 1280x1024, .28dpi
Toshiba 4X IDE CD-ROM
16 Bit Stereo Sound Card
30W Pair of Stereo Speakers
Mini Tower Case w/230w PS
101 Enhanced Keyboard
MS Compatible Mouse with Pad

Pentium 75MHz	$1199
Pentium 100MHz	$1299
Pentium 120MHz	$1369
Pentium 133MHz	$1469
Pentium 150MHz	$1599
Pentium 166MHz	$1799

Pentium System 3

Pentium® Triton Chipset with 256K Pipeline Burst Cache
Intel Pentium CPU with Heatsink & Cooling Fan
Teac 1.44MB FD
16MB RAM 72 Pin 60ns
1.08GB Fast SCSI Hard Disk
Adaptec 2940 SCSI Controller
PCI Enhanced IDE with 2 High Speed Serials, 1 Parallel Port
Diamond Stealth 64 Bit PCI w/1MB DRAM
GVC 15" Monitor, Green, NI, 0.28dpi Digital Control, 1280x1024
Mini Tower Case w/230W PS
Enhanced 104 Win 95 Keyboard
MS Compatible Mouse w/Pad

Pentium 75MHz	$1479
Pentium 100MHz	$1589
Pentium 120MHz	$1663
Pentium 133MHz	$1749
Pentium 150MHz	$1879
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Super Pentium System 4

Intel Endeavor Motherboard 256K Pipeline Burst Cache
Built-in Sound Blaster
Intel Pentium CPU
Heatsink & Cooling Fan
Teac 1.44MB Floppy Drive
16MB RAM 72pin 60ns
1.2GB Western Digital HD (10ms)
Teac 6x IDE CD-ROM
30w Pair Of Stereo Speakers
Diamond Stealth 64 Bit Video Card with 2MB DRAM
GVC 15" Montior, Digital Control 1280x1024, NI, Green, 0.28dpi
Mini Tower Case with 230W PS
Keytronic 104 Win95 Keyboard
Microsoft Serial Mouse w/Pad

Pentium 75MHz	$1549
Pentium 100MHz	$1669
Pentium 120MHz	$1739
Pentium 133MHz	$1819
Pentium 150MHz	$1949
Pentium 166MHz	$2179

Power 486 System 5

486 PCI Motherboard With 256K Cache
Enhanced IDE w/Hi-Speed I/O
Intel 486 CPU With Heatsink & Cooling Fan
Teac 1.44MB FD
4MB RAM 72pin 70ns
540MB EIDE Hard Disk
Trident PCI Video Card w/1MB RAM
Socos 14" Monitor, Green NI, 1024x768, .28dpi
Mini Tower Case w/230W PS
101 Enhanced Keyboard
Microsoft Home Mouse w/Pad

AMD X5-133 MHz	$875
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16 Bit Stereo Sound Card	$44
Creative Lab Sound Blaster	$69
Creative Labs Sound Blaster w/IDE	$78
Creative Lab Sound Blaster Card w/ASP Chip	$88
Creative Lab Sound Blaster Awe32 Value	$165
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Panasonic 4x IDE	$68
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Teac 6x IDE	$129
NEC 4x SCSI	$149
NEC 6x SCSI	$249

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Conner 850MB/1.2GB	$189/215
Quantum 540MB/1.08GB/1.2GB	$169/219/229
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Conner SCSI 1.08GB/2.1GB	$249/559

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Practical 28.8 Int (Life Time/W)	$169
US Robotics Int 14.4	$69
US Robotics Int 28.8 V.34	$195
US Robotics Ext 28.8 V.34	$209
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Intel Endeavor w/Pipeline Burst, 256K Cache, Built-In Sound Blaster	$249
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Pentium Triton Chipset w/256K	$135
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Mice

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Cirrus Logic 32bit VLB w/1MB	$65
Trident 32 Bit VLB w/1MB	$65
Trident PCI 32 Bit w/1MB	$59
Diamond Stealth 64 PCI w/1/2MB DRAM	$98/$128
Diamond Stealth 64 PCI w/2/4MB VRAM	$245/$399
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Ati Winturbo 64 PCI w/2/4MB VRAM	$245/$399
Spider Tarantular Lite S3 PCI w/1/2MB DRAM	$79/$119
Matrox Graphic millennium PCI w/2/4MB VRAM	$329/$459

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Promise 4030 VLB IDE Card	$95
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Adaptec 2940 PCI SCSI	$199

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Conner Int 420MB with Tape	$139
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Colorado Int 1.3GB with Tape	$269
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Monitors

14" Mono Flat Amber	$79
Socos 14" SVGA Green, NI, 1024 X 768	$228
GVC 15" SVGA 1280 X 1024, .28dpi Digital Control, 2yr/War.	$329
Mag 15" SVGA 1280 X 1024, .28dpi Digital Control, 3yr/War.	$359
Mag 17" SVGA 1280 X 1024, .26dpi Digital Control, 3yr/War.	$649
Sony 15" Multiscan SX, .25dpi	$449
Sony 17" CPD-SF 1280 X 1024, .25dpi	$869
Nec 15" XV 1280 X 1024, .28dpi	$479
Nec 17" XE 1024 X 768, 76mhz, .28dpi	$1049
Nanao 17" F2-17 1280 X 1024, .28dpi	$909
Nanao 17" T2-17TS Diamond Trintron 1280 X 1024, .25dpi	$1075

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Telecommuting

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talking to each other about it. They can reach a much higher level of collaboration and problem-solving than if they're only exchanging documents or talking—not both.

When people do get together in person, it will be a special event that calls for high-powered planning and strong motivation to accomplish specific goals.

Relative Reporting Relationships

Clearly, there must be some format for evaluation within the organization. But today's top-down evaluation systems just won't fly much longer.

The current "reporting" process hurts organizations because it creates unnecessary layers of management, delays and impedes decision-making, and robs people of the autonomy they need to function most effectively. As soon as you put one person in a position of judgment over somebody else, things begin to go wrong. It's far better when people come together as functional equals and make decisions as a group.

One likely change we'll soon see is that people will tend to report to their teammates in each of their workgroups, rather than reporting on everything to a single supervisor. Teams will write their own peer-review evaluations at the end of each project, and these reports will be made available—appropriately—to others in the organization.

Raises and promotions will then be based on a review by the human resources department of all the accumulated evaluations and ratings from all your workgroup teammates.

Specialists In Corporate "Intra-Communications"

When information is no longer regularly ladled out in small staff meetings, the title "Director of Corporate Communications" will take on new meaning. Organizations will devote major resources to keeping a decentralized and distributed workforce all working from the same blueprints.

According to DeKoven, tools like Lotus Notes will be used to build a corporate memory and a knowledge bank. They will give people an opportunity to publish and be recognized within the organization. The use of a cohesive communications infrastructure will support the functioning of the whole organization.

"Today's road warriors," says DeKoven, "are redefining the boundaries of the organization and yet also maintaining a closer connection to the organization's core." For example, because sales information is changing so quickly, distribution by means of CD-roms is now considered too slow. So in some organizations, the information is made available over the World Wide Web almost as soon as it is gathered.

In fact, these stronger-than-ever information links between the core of the organization and all of its parts will probably lead to a more loosely structured organization that is simultaneously stronger and truer to a single vision and mission statement.

But going one step further, DeKoven suggests that the core of the organization itself may become decentralized. Without a single person or a central group providing all the leadership, every individual in the organization could theoretically function as both a follower and a leader—contributing to the organization's overall vision and direction, then implementing and executing that vision in whatever specific area they work. ■

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Unix

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The W3C process for ratifying standards considers specifications submitted by member organizations to the W3C advisory committee in which each member company has a vote. A successful proposal will go through a one-month trial review, a three-month technical review, and a three-month public review. At the end of each review, the advisory committee members vote and the consortium director takes the vote into account and makes the final decision.

While the IETF and the W3C both promote the idea of creating standards for Web technology, they do so for very different reasons. The IETF wants the Web to be a well-behaved citizen of the Internet. The Web should perform well, should interact appropriately with other protocols in the Internet environment, and should not adversely affect the network's performance or the performance of other Internet applications. Roughly half of the traffic on the Internet's main arteries is Web-related. For the IETF, the risk of having no standard is that the Web could break the Internet.

> **A standard doesn't acquire its authority from the organization that ratified and published it. A standard becomes authoritative because it is the right thing to do, a description of the way things are supposed to work.**

For the W3C, the importance of Web standards is to let vendors know what to build and what the rules of competition are in the Web marketplace. From the W3C's point of view, the absence of a standard for Web technology risks the possibility that one vendor could "steal" the market, or the possibility that Web products from different vendors would not interoperate.

A contest between the W3C and the IETF might look at first glance like a serious mismatch. The W3C is already waging a public relations campaign that involves a certain amount of verbal posturing. In a recent press release the W3C claimed a leadership role in the development of HTML. Commenting on the relationship between the two organizations, the W3C's FAQ dismisses the IETF as an offshoot of a professional society, good for brainstorming but unable to "fund design" or commit to deadlines for products.

It's not hard to imagine the vendor community's impatience with a standards process it can't control. Predicting what will happen in an IETF work group is difficult.

If the IETF behaved like another vendor organization, the die would already be cast and the air would be thick with press releases. While a few acrimonious words have been spoken, the IETF has not joined the fray. Without asserting leadership, it continues to go about the business of evaluating Internet-related technical proposals.

The lesson in all this is that a standard doesn't acquire its authority from the organization that ratified and published it. A standard becomes authoritative because it is the right thing to do, a description of the way things are supposed to work. Put differently, it is the standards that govern the Internet and not the organizations that make them. ■

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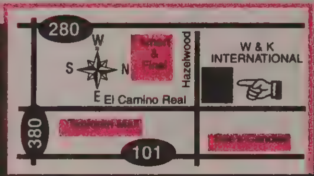

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OS/2 *continued from page 86*

different types of graphic operations, as well as their total.

Interpreting Results

Table 2 shows the results for the Tarantula and Imagine at the maximum resolutions supported by the cards and OS/2 drivers for each color depth with the Nanao F2-21.

Aside from applications and OS/2's video subsystem, the display adapter and its driver are the main factors affecting video performance.

At refresh rates of >68kHz, the maximum resolution and color depth supported by the S3 driver is 1280 x 1024 x 65K, while Imagine's goes to 1600 x 1200 x 65K. The maximum resolution at 256 and 16.8 million colors are 1600 x 1200 and 1024 x 768 respectively for both cards.

Colors	256		65K				16.8M	
Res.	1600 x 1200		1600 x 1200		1280 x 1024		1024 x 768	
Refresh*	Tar 64 70	Img128 72	Tar 64 70	Img128 72	Tar 64 70	Img128 72	Tar 64 70	Img128 72
PV3 (5-run averages)								
Video	2.35	1.92	N/S	2.11	3.06	2.06	2.63	2.15
CPU	1.56	1.45	N/S	1.48	1.50	1.46	1.54	1.47
Load	3.32	3.46	N/S	3.55	3.28	3.43	3.26	3.35
Disk	.77	1.02	N/S	1.05	.80	1.02	.80	1.03
VidPerf								
Bitmaps	4.35	3.46	N/S	3.75	4.66	2.94	3.19	2.78
Line	3.28	3.41	N/S	3.38	3.34	3.35	3.34	3.38
Text	8.09	3.72	N/S	14.63	4.75	2.75	8.00	9.38

timing in sec.
P100/PCI/32MB; HPFS (settings as per Figure 2)
*max. supported by the cards with the F2-21
N/S = not supported

TABLE 2

The PV3 video results for the Imagine are better than Tarantula's across all video modes.

The results for VidPerf should be interpreted with caution, given the limitations of the tests (see sidebar). The Imagine does better with bitmaps in all modes. The results for line drawing are, as expected, comparable. For text display, the Imagine is more than twice as fast as the Tarantula, except at 1024 x 768 x 16.8M, where the Tarantula is slightly faster (the vendor questions this result and claims to be unable to replicate it). The text display is slower than usual at 1600 x 1200 x 65K—which the Tarantula does not support—but that's because more video memory than 4MB is required to further optimize performance in this mode. Since other important graphics operations are not tested, the results may not reveal the full and true advantages of the Imagine.

These results suggest that if you have a 21" monitor and want 1600 x 1200 resolution under OS/2 you have the following options:

- If you can live with 256 colors, an inexpensive card like the S3-based Tarantula will do (Number Nine has an equivalent card).
- For about triple the cost, a 4MB Imagine 1600 card will give you 65K colors.
- If you want 16.8M colors (or better performance with 65K colors), for about four times the cost you can try the 8MB Pro version of the Imagine (not reviewed), one of only two cards in the market with this capability, supported for OS/2.

You should be aware that for the high color depths, VidPerf clocked the top ATI 64-bit card and OS/2 driver in the 200–250 seconds range, vs. Imagine's twenty to thirty, so the Imagine may well be the card of choice in those modes if your needs justify the cost and you can afford it.

Next month I will discuss power management and how to get the same "true" high-resolution displays in OS/2 as in Windows.

(Thanks to Tony Pereira, Len Burke, and Phil Parker for help with this article.) ■

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RESOURCES:

Tarantula 64 (PCI/4MB) S3,
OS/2 driver v2.52
Spider Graphics
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Imagine 128 1600 (PCI/4MB),
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Small Office/Home Office

continued from page 90

few days it has added a great deal to my computer's power. And it has done so with a simple interface.

PaperPort includes a scanner. It is small and quite elegant, occupying about the same amount of desk space that a three-hole paper punch would. It is attractive and seems sturdy.

To scan a document of any size up to 8-1/2 inches in width, you simply present it to the scanner. When it detects a document, it turns itself on and receives the paper. The scanner will load the software at the same time, so you have the scanned document and the program to process it before you at the same time.

The software uses a desktop/filefolder metaphor. You see the document that you just scanned in a quarter-screen form to begin with, but as you click on the desktop you see a thumbnail sketch of that document and any others you may have in this folder. The default folder is the "main" folder. You can create others if you choose, each with its own desktop.

You can choose various scan resolutions to bring in documents and photographs. "One-bit" (black-and-white) scanning is for text and sometimes line art. Greyscale at 4 and 8 bits is for toned art or photographs, still monochrome. One hundred dots per inch, 4-bit, is the lowest resolution and is recommended for snapshots. The highest is 400dpi and is recommended for business cards. The different settings give different resolutions and file sizes. A legal-sized flyer with a lot of text took up 40K with the lowest resolution, and 506K with the highest. One can also import fax documents into the program—if they come in via Delrina's WinFax Pro.

The settings are easy to adjust and relatively easy to understand. In fact, the whole program is simple and obvious. It is one of those for which you may never open the manual.

If you want to send one of your scanned documents to another use, it is literally a matter of drag and drop. Along the bottom of the desktop are a number of buttons, and if you drop a document onto one of them, it is converted and sent to that application. You can send the document to the printer, and you have a copy. You can send it to your fax application and away it goes to the recipient. You can choose a word processor such as Microsoft Word, and the document is interpreted and sent to it.

PaperPort is intelligent enough to know that Word needs text, so it sends your document to the OCR program before attempting to load Word. If you sent the Word a graphic-only image, PaperPort would object.

The program comes with some third-party software. Picture-Works Copier allows you to change the average brightness or the contrast (the range between the lightest and the darkest part). It also allows you to tile several graphics on a page, and to add some text to pictures without opening a word processor.

> **For one particularly obscure point I simply despaired. I called a friend who has a Macintosh, as Macintosh owners are always more intelligent than are we PC owners. He looked up the answer in MacInTax. Kiplinger should cringe to hear this.**

CardScan for Windows is a specialized program for scanning and storing business cards. I scanned in two, one of my own and one of the elegant *MicroTimes* cards, and dropped the scanned result onto the CardScan Button. It did some thinking and a rolodex image opened with my data on it—well, most of my data. The cardscan program is capable of importing and exporting comma-delimited ASCII files to other software, and can do standalone mail merge.

I said "most of my data" and there's the rub. With this or any optical character recognition system, there is good but limited accuracy. Visioneer's system is adequate—but every document I scanned in had a few errors. If you look at these errors, they always make a weird kind of sense—they are the sort of errors a person unfamiliar with the Roman alphabet and all its odd typefaces might make. It decided that I was "Biffell" rather than "Birrell" Walsh. In another document it consistently read the capital letter "I" as the number "1." When you scan in documents you must proofread them.

You can improve the accuracy of your OCR a great deal by upgrading from the included OCR (OmniPage Lite) to OmniPage Pro 6.0 from Caere. The improvement is an error reduction of about 26% on large-volume scanning, and much better control of multi-typeface pages that include graphics.

I like PaperPort very much. It is simple, it is fast, it is obvious, and it is very useful. Within a day of installing it I got a request from a fellow researcher for a seven-page document. Ordinarily I would make excuses. This time I scanned it in, sent it to the word processor via the OCR, proofread it (!), and sent it to him by email.

For the multiplatform office, the good news is that PaperPort Vx exists in identical versions for the Mac and the PC/Windows machine. Technical support at Visioneer tells me that you can scan in a document on one platform and send it over the network to a different-platform machine down the hall or across the country. It is part of an overall strategy by Visioneer to link their products to as many others as possible. There are more than twenty software products to which you can now export what you have scanned in—including America Online and the Microsoft Network.

This is a truly impressive, truly useful addition to the small office, and a bargain at an estimated street price of $369. ■

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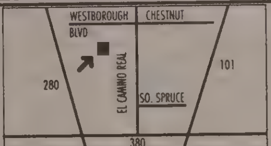

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Open Space

continued from page 100

was the coffee breaks that people found most productive! So he developed a meeting methodology that allows people to combine informality with a modicum of structure to produce highly productive and creative results. Owen has applied the method in many organizations and in diverse situations.

My interest in Open Space grew out of my concern for the ways in which I saw IS organizations struggling. I see talented people in IS departments every day who feel totally ineffective in their work. While there are a number of reasons for their frustrations, all of the root causes are not external to them and there are a number of things they themselves could be doing to make their work more rewarding and even fun.

I also see CIOs wrestling with problems of their own. They want their organizations to provide "strategic value," but they can't seem to move out of the old rut of operating a backroom administrative machine. Open Space is a way of helping executives take the pulse of their organizations and come up with new ways of addressing old problems.

Some of my most productive experiences with Open Space in IS departments have come when the CIO is brave enough to invite business partners from outside the IS organization. The discussions end up being illuminating for everyone involved. Business partners learn more about the complexities and challenges of IS departments, and IS participants learn more about the difficulties of running the business.

Beyond Open Space

The effects of the Open Space day linger on long after people have left the meeting room. While the written report is obviously used and referred to afterwards, perhaps more importantly what we see is that people throughout the organization begin to interact differently than they did in the past. Better communication and more personal responsibility for problem-solving are some of the after-effects of Open Space.

IS organizations have long been concerned with integrating systems. Open Space offers a whole new way of helping them to also integrate ideas, people, and experiences to produce remarkable results. ■

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NetWare Connect 8-port w/Modem and Serial I/O	3,902
HEWLETT PACKARD AdvanceStack Dial-A-LAN Modules	
2A/Plus Module w/2 v.34 28.8 Modems J2623A	2,132
2A/Plus Module and SNMP Bundle J2633A	2,241
4A Module w/4-async ports J2624A	1,706
4A Module and SNMP Bundle J2634A	1,777
SHIVA Net Modem/E 28.8	1,319
Lanrover/2E Plus w/ 2 V34 modems	2,398
Lanrover/2E Plus w/ 1 V34 modem & 1 Async	1,758
Lanrover/E 3.5 8prt	3,847
Lanrover/E Plus Async 8prt w/o modems	4,967
Lanrover/E Plus 8-port w/v.34 modems	7,704
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
U.S. ROBOTICS 2-port Lan Modem Enet/TR	1,590/1,986
XIRCOM NetAccess 4-pt/8-pt	1,671/2,836

ISDN Connectivity

3COM Impact 3C871-(MPPP)/3C872 w/modem	426/590
ASCEND Pipeline 25 Base w/NT1	644
Pipeline 25 w/NT1 & Compression	860
Pipeline 25 w/NT1 & IP Routing/IPX Routing	860/860
Pipeline 25 w/NT1, COMP, IP	1,076
Pipeline 25 w/NT1, COMP, IPX	1,076
Pipeline 50 Single w/NT1, COMP, IPX,IP	860
Pipeline 50 Multi w/NT1, COMP,IPX,IP	1,200
Max 1800 8BRI-16 users w/NT1	5,844
DIGI Datafire 16 Bit ISDN (PPP)	409
PC-IMAC ISDN	533
PC-IMAC Multiport ISDN/4-1/4-2/4-4	672/1,064/2,092
IBM 7845 Extended NT1 for voice/data w/ battery	357
MOTOROLA UTA220 ISDN w/NT1	669
HMTA200 ISDN/v.32/Fax w/NT1	711
BitSurfr PRO ISDN Term Adapter w/NT1/2 ANALOG	399
BitSurfr PC ISDN Internal TA	307
NT1D Network Terminator	186
US ROBOTICS Sportster ISDN adapter	399
Courier-I Modem w/V.34 w/Analog Int	630
Courier I-Modem w/ISDN/v.34 w/ Analog Port Ext	743
Courier-I Modem w/ISDN/V.34 w/o Analog Port Int	588
Courier-I Modem w/ISDN/v.34 w/o Analog Port Ext	702

Network Printing Solutions

CASTELLE Jetpress XIO BNC/10Base-T	381
Jetpress MIO for HP4/MIO PLUS	349/451
LANPress 10BT(1 Parallel)/Combo (1P/1S)	313/362
LANPress THICK/10BT (2 PAR/2SER)	425
HEWLETT PACKARD JetDirect 10BT MIO	298
JetDirect Combo MIO BNC/10BT	400
JetDirect Ethernet EX/EX Plus3	165/415
JetDirect Token Ring EX/EX Plus3	567/682
INTEL Netport EL Ethernet/Token Ring	422/588
NetportExpress XL for Ethernet/Token Ring	415/565
MILAN Fastport 3110CX 10BT, Multi-Protocol, 1P/2S	396
Fastport 3210X 2P/2S or 3500X Token Ring	485/521

Network Fax Solutions

CASTELLE FaxPress 1000, 10BT/BNC	1,576
FaxPress 2000 1-line/FaxPress 2000 2-line	2,367/2,709
Faxpress 3000 2-line/FaxPress 3000 4-line	2,986/3,580
CHEYENNE FaxServe 3 NLM 5/10/25	393/717/1,177
FaxServe 3 NLM 50/100	1,816/2,533
FaxServe 3 NLM 250/500/1000	3,801/4,982/6,229
DELRINA Net Satisfaxtion 25/1000 users	786/1,040
Winfax Pro for Networks 5/10/25/50	422/ 626/1,489/2,774
Starter Kit (1 Server, 2 nodes)	284
GLOBAL VILLAGE FaxWorks (Win) 2/10/25	145/494/816
PURE DATA Satisfaxtion Modem 200/400	244/315
Satisfaxtion Modem 2000/4000 2pt/4pt	1,157/1,822
U.S. ROBOTICS Ethernet/TR Fax Server	1,970/2,227

Network CD-ROM

MERIDIAN CDNET PLUS DOS/NLM (10 Users Start)	677
CDNET Plus DOS/NLM (100 Starter Kit)	1,482
CDNET Plus Expand (50/100)	525/896
MICRO DESIGN SCSI Express for NetWare, MDI	599
SCSI Express CDROM, Non-MDI	808
CD-Rom LaserBank 600CD Ext. Single/Dual	599/1,117
MICROTEST Discport Ethernet/Token Ring	488/818
Discport w/ Discview Pro ENET/TR	733/1,066
Discport w/NEC Ext. 6X Speed CD-Rom	1,140
Discport w/NEC 6X 4CDROM in 7-Unit Tower	3,173
Discport w/NEC 6X 7CDROM in 7-Unit Tower	4,838
DiscServ NLM	558

Uninterruptible Power Supplies

APC Back-UPS 400/450	163/200
Back-UPS 600/900/1250	273/392/512
Powerchute Plus for Novell/Unix	99/149
Smart-UPS 450/700/700RM/1000	330/398/499/548
Smart-UPS 1000RM/1400/1400RM	646/675/805
Smart-UPS 2200/3000	1,183/1,901
Matrix 3000/5000/Smartcell	3,720/4,616/537
SNMP Agent for Novell/SNMP Mgr for Netware	125/145

Cable Testers & Supplies

RG58 & RG62 Rachet BNC Crimper/RJ45	45
RG58 Ethernet BNC-Crimp (100 pak)	125
RJ45 10 BaseT Connectors (100 pak)	40
10Base-T Cable (1000' min) LV3/LV 5	100/200
BELDEN PVC RG58 or RG62 Cable (1000' min)	175
PLENUM RG58 or RG62 Cable (1000' min)	350
MICROTEST MT310 Kit	739
MT350 Value Kit/Fiber Solution Kit	1,837/1,482
Penta Scanner w/Super Injector/Compas Kit	2,485/3,967

Novell Software

Lan WorkPlace for DOS Single/10 Users	309/1,508
Lan Workplace for Mac Single/10 Users	289/1,437
Lan WorkGroup-5/10/20 Users	1,125/1,866/2,613
NetWare for Mac v3.12 200 Users/4.01	685/851
Branch Link Router/Enterprise Router	765/1,902
NetWare NFS/Gateway Bundle	2,861
NetWare NFS Service for NW4.1	2,239
Global MHS v2.0 20/50/100 Users	358/648/1,064
MHS v1.5 Network Edition 10/50/100 Users	140/504/733
MHS Multi-Network Edition 10 Users	140

E-Mail

cc:MAIL Desktop-Any Platform	72
Lan Systems License 10 users/50 Users	632/2,883
Mobile for DOS or MAC	150
Router/Fax	95/1,459
Link to SMTP v2.0/Link to UUCP	2,473/370
MICROSOFT PC Mail Server + 10 Users	485
PC Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3,405
SMTP/X400/Fax Gateway	3,241/3,194/1,419

Network Utilities

SYMANTEC Anti-Virus for NetWare 10/25	605/1,378
CHEYENNE InocuLAN Wrkgrp/Unlimited	269/670
InocuLAN Option v4.0 for ARCserve 6 Workgrp	122
InocuLAN Option v4.0 for ARCserve 6 Enterprise	307
FRYE Early Warning System or Lan Directory	350
INTEL LanDesk Virus Protect (Single)	696
LanDesk Virus Protect 4-pk/20-pk	2,070/6,757
MICROTEST Lan Assist or Map Assist	211
ONTRACK Data Recovery NetWare	214
PALINDROME Prepare! Disaster Recovery SW	727
SYMANTEC Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3,680

ARTISOFT Peer-to-Peer Networking

ARTISOFT LANtastic 6.0 Network Starter Kit	244
LANtastic 6.0 Add-On Kit Coax/10BT	135
LANtastic 6.0 Software Single/5/10 User	99/354/637
Noderunner/SI Coax or TP/Combo	109/129
Power Suite Starter Kit 2 Users	412

Server Mirroring

VINCA Standby Server ISA/EISA	1,363/1,603
Standby Server 32 w/ Autoswitch ISA/EISA	2,089/2,350
Campus Standby Server Fiber EISA/PCI	2,350/1,928

Windows NT Solutions

MICROSOFT Windows NT Server	650
Windows NT Workstation	315
Windows NT Server w/10 Clients	1,034
NETSCAPE Communication Server for Windows NT	456
Commerce Server/Mail Server	1,193/490
CHEYENNE Arcserve for Windows NT, Single Svr	484
Arcserve for Windows NT, Enterprise Edition	849
CONNER MS4000 4 GB INT W/ Backup Exec NT	631
MS4000 4 GB EXT W/ Backup Exec NT	757
SEAGATE/ARCADA Backup Exec 1 Svr/Enterprise	404/798
O'REILLY & ASSO. Website for Windows NT	289

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Internet Users: Download our catalog via ftp to
ftp.netcom.com
Filename: /pub/fa/fastlink/DISKXOF3.EXE

Web Page Listings

continued from page 150

gov/BudgetFY97/index.html The Internet site offers the same budget information as the printed version, available from the Government Printing Office for $1.75. Updates as supplemental data becomes available. [Exp. #150.]

Damaged Cybernetics *http://www.futureone.com/~damaged/* Info on the SNES, Sony Playstation, and other gray area information such as defeating Microsoft's CD Key. [Exp. #150.]

Divorce Helpline *http://www.divorcehelp.com/* Tools to keep you out of court and out of conflict: articles, advice, books, worksheets, and links. [Exp. #150.]

The Gasman *http://ourworld.compuserve.com/homepages/GASMAN* Everything you wanted to know about compressed gases—facts, figures, and usages for both yesterday and today. [Exp. #149.]

Huntington Chiropractic *http://www.earthlink.net/~bacdoc/hchiro.htm* Chiropractic care in the San Gabriel Valley for over twenty years. [Exp. #150.]

Impotence Home Page *http://www.impotent.com/* Introduced by Pharmacia and Upjohn, Inc., this site is dedicated to raising awareness and understanding about mail impotence. [Exp. #149.]

Katherine H. "Kathy" Smith for Congress *http://www.stardot.com/SMITH96* Kathy Smith, Republican candidate for Bob Dornan's 46th Congressional seat. Bio., platform, how you can help. [Exp. #150.]

Lebanon *http://www.sparc.com/lebanon.html* Lebanon information warehouse. [Exp. #151.]

One Thought Can Change The World *http://www.mcthought.com/~dtmc/* One thought action can change your future reality, internet mediation, and sexual affirmations. [Exp. #151.]

#Philisophy Channel *http://megamed.com/pi/philisophy/* Discussion of number philisophy on Internet Relay Chat. Links to lists of links on philisophy. [Exp. #151.]

Psychic Vacumn *http://www.slip,net/~conley/* Resource for musicians, the opinionated. Check out our e-zine Brain Scan. [Exp. #151.]

Senator Barbara Boxer Home Page *http://www.senate.gov/~boxer* Senator Boxer can be reached at *Senator@boxer.senate.gov* . Children can write her at *Kids@boxer.senate.gov* . [Exp. #150.]

Solutions *http://www.netvoyage.net/~daveq/* Natural Recovery from multiple sclerosis, cancer, AIDS. Positive news. Nonprofits listed. [Exp. #150.]

UCLA Dept. Of Radiation Oncology *http://www.radonc.ucla.edu/rowww/rohome.html* An important resource for patients who may need treatment with radiation. It contains a list of common patient questions as well as ongoing clinical protocols. [Exp. #150.]

Who's Who Online *http://www.whoswho-online.com/* Currently accepting online nomination of others as well as self nominations. [Exp. #150.]

ZAN *http://www.ZAN.org/* A directory/anthology on Iranian Women: to network, to read monthly features, and to build a presence. [Exp. #151.]

PERSONAL HOME PAGES

The Ant Farm http://apu.edu/~philpi/ A personal page filled with red ants. Lots of PC files, links, etc. [Exp. #151.]

Bali Travel *http://www.ccnet.com/!briscoe/* If you are interested in travel to Bali for music by the Cranberries, check this page out. [Exp. #149.]

Brillant Consulting *http://ourworld.compuserve.com/homepages/brilliant/* Visit us for computer networking, retirement strategies, photo scanning services, building inspection, and cool links. [Exp. #151.]

Catwoman's Home Page *http://lolweb.com/eden/members/catwoman/* This feline's home page consists of pictures, links, a guest book, and a wav file to hear Catwoman's greeting…Meow! [Exp. #151.]

Changes *http://www.icenine.com/changes/* Eclectic, evolutionary spirit: hints of the Height Ashbury, pychedelic, and unusually beautiful. [Exp. #149.]

Coco's Place *http://www.geocities.com/Broadway/1974/* Francisco Castro's Personal Page. Links to different Broadway musicals, shareware file servers, virtual museums. [Exp. #150.]

Colin's Home Page *http://www.hooked.net/users/spud/colin.htm* Colin's little piece of the Web. Lots of cool links to cool places. [Exp. #149.]

CSEN (Center for the Study of Eurasian Nomads) *http://garnet.berkeley.edu/~jkimball/* Archaeology, anthropology, and ethnogology of ancient and contemporary peoples of Mongolia, western China, and Kazakhstan, [Exp. #151.]

Dick Thompson Home Page *http://www.av.qnet. com/~rkt* A good logical design with great links and info about my computer club. [Exp. #150.]

Dub Egbert *http://ourworld.compuserve/homepages/dub_egbert* Purple Smoke Gang BBQ—slow cookin' at its best. Recipes/pictures from the KC Royal. Other BBQ sites. [Exp. #150.]

Eugene's Specials *http://www.primenet.com/~efrenkel/index.html* Free software links, Russian WWW links, weather, ski reports, and more. [Exp. #150.]

Gary Thomas Home Page *http://www.hotcity.com/~gthomas* A large collection of links for Windows 95 shareware and tips, fun stuff, Internet information, etc. [Exp. #149.]

Geek Girl *http://www.geekgirl.com.au/fenix/fenix.html* [Exp. #149.]

Ice Burg's Home Page And California Lotto *http://www.liberty.com/home/iceburg/index.html* Interesting graphics, personal resume (currently unemployed), recent SuperLotto numbers, free software, and interesting links. [Exp. #151.]

Maureenworld *http://linex.com:80/~maureen/* Alternative music, surfing, skateboarding, links. AOL Geek of the Week Gallery. [Exp. #151.]

Mel Keo's Zone *http://www.engy.csulb.edu/~kolsam/* Mel introduces you to his school (CSULB), Cambodia, animation demos, "chafu mbwa" translations, and interesting links. [Exp. #151.]

Mike Stipniek's Home Page *http://users.aol.com/stip nieks/mike.html* An electronic portfolio showing most of my photographic work. Most of the photos were shot in Berlin. [Exp. #151.]

Mimi's Cyber Kitchen *http://www.smartlink.net/~hiller/food/* Over 1000 food-related links and my personal collection of recipes, all in a highly organized format. [Exp. #149.]

Mr. Roy's World *http://ourworld.compuserve.com/homepages/mr_roy* Includes ten major Internet search indexes, a guide to cool Web pages, and political topics, [Exp. #149.]

Nick Spano *http://www.earthlink.net/~firsttake/nick.html* Model, actor Nick Spano featured in his own Web page. [Exp. #150.]

No Nerds Allowed *http://ourworld.compuserve.com/homepages/harold/* Personal home page for fun and entertainment. Search sites, Vietnam Vet links, and more. [Exp. #150.]

Onxy Page *http://www.california.com/~onxy/* Anti-CDA! We have everything—links to shareware, scifi, ads, and more. [Exp. #151.]

Poirier's Universal Links *http://www,seas.ucla.edu/~poirier/bookmark/bookmark.html* Over five hundred links to the most useful stuff on the Web to a UCLA student. [Exp. #149.]

Randy's World *http://www.mvhs.fuhsd.org/~rksar/* Provides users with great links around the globe, Web home page creation help, information about me, and upcoming projects. [Exp. #150.]

Richard Mon's Web Page *http://home.earthlink.net/~rmoc/* This page deal with topics from good asian foods to Flame usergroup and beyond. [Exp. #151.]

Steve & Hilma's Web Page *http://www.netvoyage.net/~netsteve/stvhl9hm.html* See our Web Page if you are going to travel, plan a vacation, or invest in real estate. [Exp. #150.]

Tinnitus Science *http://members.aol.com/neurosense/tinnitus.html* Tinnitus science, ringing ears, hearing loss, hyperacusis. Synopsis of new scientific information for both sufferers and doctors: new hope for a cure. [Exp. #150.]

VinceWorld *http://www.vinceworld.com/* Euphoria? Ephemera? Get your bizarre, whimsical, undefinable interactive animation here! [Exp. #150.]

Walt Perko's Home Page *http://www.dnai.com/~wperko* Home pages for the Home Multimedia Hobbyist BBS, the Digital Data Archives, the San Francisco, Sidewalk Astronomers, and more. [Exp. #149.]

WORLDVIEW-BBS.COM *http://worldview-bbs.com/* Steve Forbes is right, "the Christian Coalition only represents its members, not all Christians." [Exp. #150.]

ARTS

The Age of Homo Sapiens *http://ourworld.compuserve.com/homepages/theageof/* Sneak preview at a book of new-age poetry. [Exp. #151.]

ASHA-LA *http://mass.ee.ucla.edu/asha/* A benefit for the education of underprivileged children will feature world renowned classical Indian violinist Dr. L. Subramanium at the Veteran's Wadsworth theater on April 6, 1996. [Exp. #150.]

Cannonball Express *http://www2.best.com/~canonbal/* A video project-in-progress which addresses urban firestorms, fire safety, and environmental issues. [Exp. #149.]

Cedar Productions *http://www.infi.net/~cedar* Cultural video production, PAL/SECAM/NTSC transfer. [Exp. #151.]

Gondwana Fine African Art *http://www.gondwana.com/* The online art gallery of Gondwana Fine African Art, an organization focusing on importing and distributing African art and hand-made goods. [Exp. #151.]

The Mansoor Amarna Collection *http://www.amarna.com/* Display of the Mansoor collection of Egyptian antiques. [Exp. #151.]

Pacific Composers Forum *http://home.navisoft.com/pcf/* A nonprofit composer service organization dedicated to getting new music heard. [Exp. #151.]

Photos By Lucia *http://home.earthlink.net/!Lucia/* Need a creative photographer for your next shoot? Check out the site of the next Annie Leibovitz. [Exp. #151.]

Poetica Dementia *http://value.net/~rasumovski/* A page of poetry, photography, and art. [Exp. #151.]

Sarabel *http://www.art.net/Studios/Visual/Sarabel/sarabel.html* Sarabel's studio features some nudes, some things you can do, and some surprises. [Exp. #150.]

ENTERTAINMENT/ LEISURE

Adventures & Entertainment, Inc. *http://www.adventur.com/* A resource for the tourist, covering Monterey, Santa Cruz, and Sacramento. [Exp. #150.]

Beatle Link *http://pages.prodigy.com/CA/mervis/beatle.html* A Web site designed to easily access Beatle sites throughout the world. [Exp. #151.]

BluFire Model & Talent Registry *http://www.sapphire.com/blufire/* Fashion models and actors displayed with detailed information. [Exp. #151.]

BonViv *http://bonviv.com/* Dining, entertainment, and recreation guide. Online ordering and reservations at your favorite restaurants and pizza places. [Exp. #151.]

California Go-ped *http://www.asyst.net/goped/goped.htm* California Go-Peds are a light weight motorized scotter that provide a great deal of fun. [Exp. #151.]

California Shakespeare Festival *http://www.via.net/!csf/* Updated information on next season's productions, including announcements from our new Artistic Director and for upcoming auditions. [Exp. #150.]

The Case *http://www.the*

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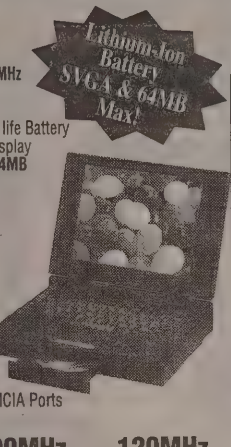

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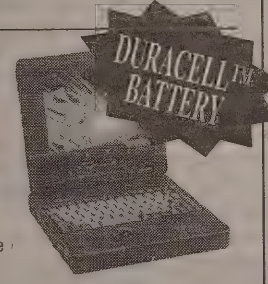
- FREE MPEG MultiMedia Software
- 1.44MB Floppy Drive
- 16-Bit Stereo Sound System
- 2 Speakers and Microphone
- TouchPad Pointing Device

Optional:

- Mini Docking Station w/SCSI-II Ports & Extra PCMCIA Ports
- Full Size Docking Station

	75MHz	90MHz	120MHz
Dual Scan	$2259	$2399	CALL
Active Color	$2599	$2799	CALL

Clevo Model 8600 W/CD ROM



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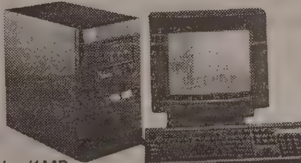
- PCMCIA 1 Type III or 2 Type II Slots
- **Duracell™** NiMH Battery w/Indicator for Windows 95
- Carrying Case w/AC/Adapter
- Weight 7.1lbs with Battery

Win 95 Plug & Play

	75MHz	90MHz	120MHz
Dual Scan Color	$2379	$2590	CALL
Active Color	$2599	$2739	CALL

Pentium® PCI Systems

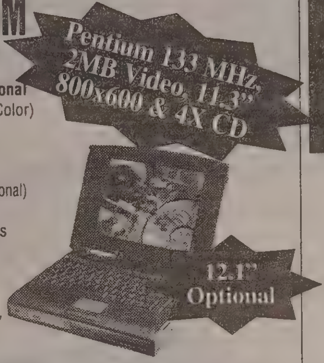
All Systems Include:



- Intel Triton Motherboard
- 256K Pipeline Burst Cache
- 8MB RAM expandable
- 850MB Hard Drive
- 1.44 Floppy Drive
- 14" SVGA Non-Interlaced Monitor
- **Diamond Stealth** SVGA Card w/1MB
- Mini-Tower Case
- 101 Keyboard & Mouse

Pentium® 75	$1030
Pentium® 100	$1130
Pentium® 133	$1240
Pentium® 150	$1390
Pentium® 166	$1580

KP Model 5400 w/CD-ROM



- Intel Pentium® 75/90/100/120/133MHz CPU
- 256K L2Cache
- 11.5" Dual Scan or 10.4" Active Color; **12.1" Optional**
- **PCI** Local Bus Video **w/2MB** VRAM (Supports Hi-Color)
- **PCI** IDE Controller
- 8MB expandable to 16/24/32
- **4X Speed CD-ROM Drive**
- **Removable 540MB** Hard Drive (810/1.GB/ 1.35GB Optional)
- **Touchpad** w/built-in Joystick
- **16-Bit** Stereo Audio System & FM Music Synthesis
- Fast 16550 Serial & EPP/ECP Parallel Port
- PCMCIA 2 Type II Slots, & 1 Type III Slot
- 1.44MB Floppy Drive
- Optional TV Tuner, Video, Capture MPEG, Module, Mini-Docking Station, Second Battery
- Carrying Case, AC Adapter, Weight 7.7lbs

	75MHz	100MHz	133MHz
Dual Scan Color	$2230	$2300	CALL
Active Color	$2430	$2500	CALL

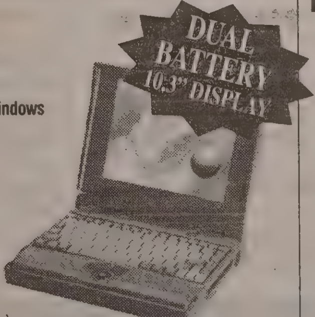
KP Model 9800

2 Hi-Speed Serial Ports

- Intel **Pentium® 75/90/100MHz** CPU
- 256K Cache
- **8MB RAM**, expandable to 16/24/40MB
- **540MB** Removable Hard Drive, upgradable to 810MB, 1.GB or 1.35GB
- 10.4" Dual Scan or 10.2" Active Color
- 32-Bit VESA Local Bus w/1MB, **64,000 Colors**
- 1.44 Floppy Drive
- **PCMCIA Type II and Type III Slots**
- Complete 16-Bit Audio System, with Built-in Speaker and Microphone
- **Two High-Speed Serial Ports, Enhanced Parallel Port,** plus multiple interface ports
- Built-in 25mm Trackball
- 2NiMH Batteries w/Hot Swap Capability
- 11.4"x8.6"x1.9"
- Weight 6.6Lbs.
- Deluxe case & AG Adapter

	75MHz	100MHz
Dual Scan Color	$1999	$2145
Active Color	$2299	$2395

KP Model 9400



- 486DX2-66 MHz CPU (Upgradable to **DX4-75/100**)
- **128K Cache**
- Built-in **Audio, MIC, Speaker, Sound Blaster & Windows compatible**
- 10.3" Display
- **32-bit VESA Local Bus Video**
- **1MB Video RAM** with **Win Accelerator**
- **PCMCIA Slots, one type III and one type II**
- 4MB RAM (exp. to 8/12/16/20/36MB)
- 1.44MB Floppy Drive
- **Removable 340MB** Hard Drive (540MB, 810MB or 1.35GB Optional)
- Built-in **front-center 25mm Trackball**
- **2 NiMH batteries**, Quick Charge 2hrs. (w/ hot swap)
- Ports for serial, parallel, external, monitor, keyboard/mouse & VLB Docking Station
- Carrying Case, AC Adapter • Weight **6.6lbs**

Dual Scan	~~$2335~~	$1599
Active Color	~~$3315~~	$1899

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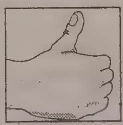

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Our Happy Customers Include: Odwalla, US Postal Services, MIT, Price Waterhouse, UCSF, Mervyn's, and many more!

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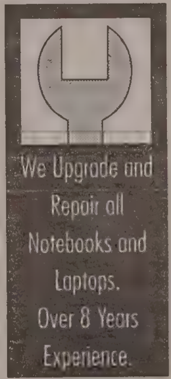

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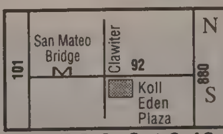

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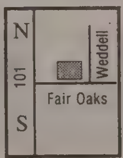

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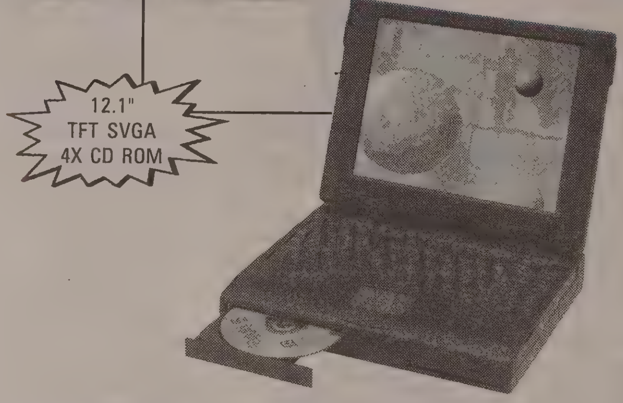


- Intel Pentium 75/90/100/120/133/150 MHz CPU
- 8MB RAM Exp. to 32MB.
- 256KB Secondary Cache, Support Write Back Cache
- Removable 3.5" 1.44MB FDD (can be replaced with MPEG Module)
- Removable EIDE 520MB,810MB, 1.0GB HDD, Support LBA Mode
- 32-bits PCI Bus Controller w/ Windows Accelerator 2MB VRAM
- 11.3" Dual Scan Color, or 10.4" or 12.1" Active Matrix Color LCD Display supports 800x600, 256 Colors up to SVGA Mode
- CRT: Support up to 1280x1024, 256 Colors
- Simultaneous CRT & LCD Operation
- 16-bit Stereo Sound w/FM Synthesizer w/ Built-in Mic. and Speakers
- 2 PCMCIA Type II or 1 Type III Slot
- CPU Stop Clock, Global Standby Mode & Suspend to DRAM/HDD
- 2 Hour Quick Charge Rechargeable NiMH Battery
- Detachable A4 Size 86/87 Keys
- Integrated Trackpad
- Built-in Joystick, External CRT Port, Game or MIDI Port
- Secondary Battery Connector
- Infrared Communication Compliant IRDA
- 16C550 Compatible Serial Port
- Parallel Port with ECP/EPP Support
- External Keyboard/Mouse (PS/2) Port
- 100-Pin Mini-Docking Station Connector
- Microphone, Line-in, and Line-out Jack
- MS Windows 95 or MS Windows 3.11 + MS DOS 6.22

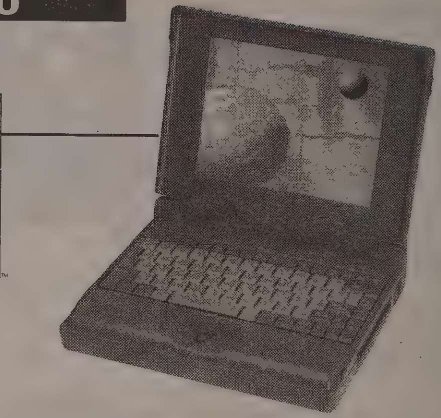
Options

2nd Battery(57.6W), Car Adapter, AC Adapter Module by Battery Bay, TV Tuner, CCD Camera Module, and MiniDocking Station

520MB HDD	P75	P100	P120	P133	P150
11.3" Dual	$ 2360	$ 2510	$ 2530	$ 2610	$ 2740
10.4" TFT SVGA	$ 2600	$ 2750	$ 2770	$ 2850	$ 2980
12.1" TFT SVGA	$ 3050	$ 3200	$ 3220	$ 3300	$ 3430

9600

PC MAGAZINE EDITORS' CHOICE



- Intel Pentium 75/90/100MHz CPU
- 8MB RAM Expandable to 40MB
- 256KB Secondary Cache
- Built-in 3.5", 1.44MB FDD
- Removable Enhanced IDE 520MB/810MB/1.0GB HDD
- 32-bit VL-Bus Interface with Windows Accelerator/ 1MB Video RAM
- Simultaneous CRT & LCD Operation
- 10.3" D.S/10.2" Active Matrix Color VGA LCD Display, 640x480x 256
- CRT Support up to 1280x1024, 16 Colors, or 1024x768, 256 Colors
- 16-bit Stereo Sound (SB and MS Wiundows Sound Compatible)
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- 86-Key Enhanced Multi-Functional Keyboard w/ Special "Fn" Key
- External CRT
- 2 16C550 Compatible Serial Ports
- 1 Parallel Port with ECP/EPP Support
- Built-in 25mm Trackball
- 200-Pin Mini-Docking Station Connector
- Microphone, Line-in, and Line-out Jack
- External Keyboard/Mouse (PS/2) Port
- Carrying Bag and Strap
- APM: CPU Standby Mode, Global Standby Mode, & Auto Suspend

520MB HDD	P75	P100
10.3" Dual Scan	$ 1940	$ 2040
10.2" Active TFT	$ 2170	$ 2270

TERMS AND CONDITIONS

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- 256K Pipeline Burst Cache
- 2 Fast IDE Controller (PIO Mode 3 & Mode 4)
- 2 16C550 High Speed Serial Port, Support for an IrDA Compliant Infra Red Interface
- 1 ECP/EPP Bi-directional Parallel Port
- 1 Creative Lab (Sound Blaster) Vibra 16S Multimedia Codec & Yamaha OPL3 FM Synthesizer

8MB RAM (Upgradable to 128MB)
TEAC 1.44MB FDD
1GB EIDE HDD
Medium Tower Case w/230 Watt Power Supply
Mitsumi 104/105 Key Keyboard Ready for Windows 95
Microsoft Compatible 400Dpi 3-Button Serial Mouse w/Pad
US Robotic Compatible 33.6K V.34 Internal Fax/Modem
Trident PCI SVGA Card w/ 1MB DRAM
Shamrock 14" .28 NI Digital Control, Full Screen, Energy Saving 1024x768 SVGA monitor
Toshiba 4X IDE Internal CD-ROM Drive
One Pair of 60-Watt Stereo Speakers
Windows 95 or DOS 6.22 & Windows 3.11 w/ Manual & Diskettes (or CD)

Model	Intel Pentium Processor	Price
LMTB-75	75MHz	$ 1435
LMTB-100	100MHz	$ 1535
LMTB-120	120MHz	$ 1605
LMTB-133	133MHz	$ 1685
LMTB-150	150MHz	$ 1815
LMTB-166	166MHz	$ 2065

Professional Internet Multimedia System

Intel Endeavor PCI Motherboard Built-in with:
- 256K Pipeline Burst Cache
- 2 Fast IDE Controller (PIO Mode 3 & Mode 4)
- 2 16C550 High Speed Serial Port, Support for an IrDA Compliant Infra Red Interface
- 1 ECP/EPP Bi-directional Parallel Port
- 1 Creative Lab (Sound Blaster) Vibra 16S Multimedia Codec & Yamaha OPL3 FM Synthesizer

16MB RAM (Upgradable to 128MB)
TEAC 1.44MB FDD
1GB EIDE HDD
Medium Tower Case w/230 Watt Power Supply
Mitsumi 104/105 Key Keyboard Ready for Windows 95
Microsoft Compatible 400Dpi 3-Button Serial Mouse w/Pad
US Robotic Compatible 33.6K V.34 Internal Fax/Modem
Diamond Stealth 64 PCI SVGA Card w/ 2MB DRAM
Shamrock 15" .28 NI, Digital Control, Low Radiation MPR II, Full Flat Screen, Energy Saving 1280x1024 SVGA monitor
6X IDE Internal CD-ROM Drive
One Pair of 200-Watt Stereo Speakers
Windows 95 or DOS 6.22 & Windows 3.11 w/ Manual & Diskettes (or CD)

Model	Intel Pentium Processor	Price
LMTP-75	75MHz	$ 1790
LMTP-100	100MHz	$ 1890
LMTP-120	120MHz	$ 1960
LMTP-133	133MHz	$ 2040
LMTP-150	150MHz	$ 2170
LMTP-166	166MHz	$ 2420

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DOS & Windows Extra Charge

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MONO	$ 980	$ 1030	
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Web Page Listings *continued...*

case.com/ A fun and challenging mystery Web site designed to encourage users to return week after week. [Exp. #149.]

Clay's Comics *http://www.webcom.com/clays/* Clay's Comics is a full-service comic book store located in downtown Hayward. [Exp. #151.]

Contests On The Web *http://www.netquest.com/~denise/contests/* Listings of contests and giveaways on the Web. [Exp. #151.]

Cruises *http://www.cruisemed.com/* Cruise info and reservations for travel to Greece, Turkey, Israel, and Egypt. [Exp. #150.]

Deadeye Records *http://www.deltanet.com/users/deadeye/* Deadeye Records' mission is to present American music artists untainted by big bucks or corporate voodoo. [Exp. #151.]

Don's Boss Page *http://pages.nyu.edu/~dap0686/boss.html* A place where people cruising the info superhighway from work can hide from their supervisor's prying eyes. [Exp. #151.]

Dr. Jack's Thing BBS *http://www.drjack.com/* Gateway to one of N. California's hottest BBS's: free samples, great links, Netscape enhanced. [Exp. #150.]

Electric Mercado *http://www.mercado.com/* A bilingual online cultural center and marketplace showcasing Latino lifestyles. This site is modeled after the traditional Latin American mercados with all their richness and color. [Exp. #149.]

Exchange Students *http://www.c2.org/~carlmm/* A resource center for exchange students around the world. [Exp. #151.]

Flames City *http://www.gold.net/flames/* An experiment in interactive fiction, with links to paper-based titles and information about new books from small publishers. [Exp. #151.]

Grayline San Francisco *http://www.graylinesanfrancisco.com/index.html* Extensive travel information including the finest selection of guided tours of the Greater Bay Area. Online coupon for 10% discount. [Exp. #151.]

The Happy Happy Joy Joy Web Site *http://www.infinet.com/~ngsippel/hhjj.html* Classic Ren & Stimpy fans should check this out. Remember when R&S was good? We do. [Exp. #151.]

Innerspace *http://www.primenet.com/~fredfx/* A Web site for Space, an ambient music group. Their first release, Planting Flowers in the Snow, is due on CD in April. [Exp. #150.]

Jazz Central Station *http://jazzcentralstation.com/* Devoted to the world of Jazz, JCS, the Global Network for Jazz, serves to link fans, musicians, and the music industry worldwide. [Exp. #150.]

Jennie Garth Image Zone *http://members.aol.com/JennieFan/private/index.html* An awesome page of 90210's Jennie Garth. Many images to download. [Exp. #151.]

KKLA Radio—Los Angeles *http://www.kkla.com/* KKLA Christian Talk station's Web site features chat rooms, shopping, realtime audio, and more. [Exp. #151.]

@LA *http://emporium.turnpike.net/A/atLA/* The most complete cyberspace guide to sites with a realspace presence in greater Los Angeles. [Exp. #151.]

LaMotta Productions *http://members.gnn.com/llamotta/lee.htm* Home page of LA-based voiceover artist, writer, producer, includes downloadable voiceover demo. [Exp. #150.]

Lava Lite Lamps *http://www.ultimate.org/87/lava/* Relive the 60s. Great conversation pieces. For yourself or a gift. [Exp. #151.]

Learn To Juggle *http://www.c2.org/~carlmm/juggle.html* A juggling lesson on the WWW. [Exp. #151.]

London's Burning! The Clash Internet Resource. *http://www.primenet.com/~jendave/clash/clash.htm* This site provides lyrics, guitar tabulature, graphics, and much more about the music of The Clash. [Exp. #150.]

Molly Malone's Music *http://www.cd4less.com/* Online CD retail store: music titles, tapes, LPs, CDs, music videos, movie laserdisks, reviews, interviews, and more. [Exp. #151.]

!MuCoMo! *http://www.mucomo.com/* RealAudio interviews and photo scrapbooks of your favorite stars. CD and concert reviews with Ivan. News updated daily. [Exp. #149.]

Musician's Ultimate Cyber World Destination *http://www.musician.com/* A comprehensive Web site offering a plethora of free music related services. [Exp. #151.]

Napa Valley Vision *http://www.visioninteractive.com/* Online tour guide to Napa County, includes extensive reference section on wines and Napa resources. [Exp. #151.]

Nebulus *http://www.nebulus.com/* Eclectic nebulus internet band. [Exp. #151.]

PB Productions Group *http://tgifdirectory.com* Wine country, romance, bed and breakfast, health, fine dining, breweries, weekends, and more. [Exp. #151.]

The Reader's Corner *http://www.quake.net/~autopen/* Mystery, romance, fantasy. Theme pieces, new releases, classics, humor. Pro-women site. Free email publication too. [Exp. #149.]

Restaurants and Entertainment in Orange County *http://www.primenet.com/~proclaim/* A comprehensive listing of restaurants and entertainment in Orange County, California. [Exp. #150.]

Robert Altman Photography *http://www.cea.edu/robert/* Large collection of images and stories from this former chief photographer for Rolling Stone magazine. [Exp. #149.]

Rockslide WWW Site *http://www.rockslide.com/* Home of CrimsOnline, the official King Crimson Web site, the Deep Music Archive, RockSlide Art Gallery, A Prarie Home Computer, and Rock Slides screensavers. [Exp. #151.]

Sailing San Diego *http://sd.znet.com/~sailsd/* Includes Yachts for sale, local race results, nautical files, crew lists, classifieds, San Diego marine directory, and more. [Exp. #151.]

ScruTiny Associates *http://www.didi.com/scrutiny/* Explore the surreal, hypnotic world of the groundbreaking "ScruTiny in the Great Round" CD-ROM work of art. [Exp. #149.]

Sethro's Home Page *http://www.catch22.com/!sethro/* Info and sounds by Sethro, and independent rapper. Also, place columns viewed weekly on the Web. [Exp. #151.]

Silent Records *http://www.silent.org/* The premier ambient music record label in the US offering an online catalog, soundbites, psychedelic graphics, and hidden surprises. [Exp. #150.]

Skeleton Key *http://www.boulevards.com/billboards/ocrbcookies/* A dictionary for deadheads. [Exp. #150.]

Southern Oregon Magazine *http://www.so-oregon.com/* A monthly guide focusing on the attractions, people, resources that make Southern Oregon a premier West Coast recreation, vacation, and relocation destination. [Exp. #150.]

Split *http://www.splitnews.com/nomad/* International travel news and features with an irreverent twist. [Exp. #150.]

Time Tunnel Toys *http://www2.best.com/~elusive/customers/timetunnel/indes.html* A collectible and vintage toy store in San Jose. [Exp. #151.]

Venice Beach, California *http://www.mediaonline.com/bizads/venicebeach.html* Celebrate Venice's 90th anniversary in this art and fitness community that includes world-famous Muscle Beach. [Exp. #149.]

The Video Project *http://www.videoproject.org/video-project/* The Video Project distributes highly-rated, yet hard-to-find programs for all ages, including recent Oscar and Emmy winners. Offers a catalog of top-rated programs on the environment, human rights, and peaceful conflict resolution. [Exp. #151.]

Vintage Mustang Owners Association *http://www.vntg-mustang.com/* San Jose-based club dedicated to the restoration and preservation of the Ford Mustang automobile. [Exp. #150.]

The Wine Authority *http://www.wineauthority.com/* A wine buying and information service. [Exp. #149.]

World Plaza Stores & Services *http://www.worldplaza.com/2ahtml* A book of over 63 original jazz compositions and b&w photographs by Bryce Rohde (noted Australian pianist). [Exp. #151.]

ADULT ENTERTAINMENT

Adult CD-ROMs! *http://www.romdezvous.com/* Free catalog. The hottest adult interactive games and movies available. Order online [Exp. #151.]

Art of the Male Nude *http://www.earthlink.net/~first-take/art_nudes.html* An artistic look at the male nudes through the lens of P. Michael Perez. [Exp. #150.]

Cybertzara *http://www.webcom.com/cybertza/* Multimedia by Deborah Jaffe's Master/Slave Relationship and her new CD-ROM Smut Picture Racket. [Exp. #150.]

Electronic Entertainment Network *http://www.lyb.com/welcome/* Offers adults interactive multimedia personals, adult product catalogs, and intelligent articles. [Exp. #151.]

Game Port *http://home.earthlink.net/~gameport/* Adult videos and CD-ROM online ordering: Japanese, Chinese, new releases, gay. [Exp. #150.]

Garden Of Eden *http://www.goe.com* Adult video's, the newest CD-ROMs, business opportunities, cybermall. [Exp. #151.]

House of Sex Toys *http://www.voyager.com/houseofsex/* From classy lingeries to the kinkiest sex toys. Grand Opening Sale 33% off all items! [Exp. #150.]

Lingerie Jewelry *http://www.sexy-jewelry.com* Erotic, non-piercing body jewelry for fun loving couples. [Exp. #150.]

Nightmoods Lingerie *http://www.imt.net/~lingerie/index.html* Offering custom-fit, hand-made original designs guaranteed too tease and please your senses. [Exp. #151.]

PlayCouples/Lifestyle Tours and Travel *http://www.gus.com/PlayCouples* Travel, dances, and parties for sensuous Southern California Adult Couples. [Exp. #150.]

Playgirl Model Chris Carmen *http://www.earthlink.net/~first-take/chris.html* The first Playgirl centerfold to have her own Web page! [Exp. #150.]

Sexy Erotic Playmates *http://www.xxxwebgirls.com/* A library of female erotic nude photos, downloadable and changed weekly. [Exp. #151.]

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PCI EIDE CONTROLLER 2HD/FD
I/O w/2 SERIAL, I PARALLEL w/16550
TEAC 1.44 MB FLOPPY
17" NI, 28 dpi, 1280 X 1024 COLOR MONITOR
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Web Developer

continued from page 156

the page can search for matching pairs of Toy Story characters by clicking on a series of tiles that open to display the characters underneath. The Macromedia site showcases a number of other Web sites that have been "shocked," including those produced by Yahoo, clnet, CNN Online, Apple Computer, Intel, Sony Music Entertainment, and Turner Online.

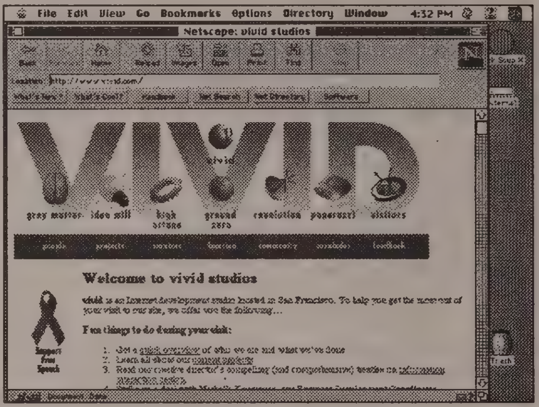
VRML

The third tool poised to become an important Web standard is VRML. It is often said that VRML is to 3-D what HTML is to 2-D. That is, while HTML enables developers to create 2-D hyperlinked documents for the Web, VRML enables them to create three- dimensional environments through which users can navigate much as they do in the "real world."

An excellent example of how VRML can be used is on display at the Virtual Soma site created by Planet 9 Studios. Planet 9 Studios bills Virtual Soma as "the first 3-D city model to be viewed in real time on the Internet." The model allows you to "walk" down representations of actual San Francisco streets and into buildings, where you can play animation or connect to the home pages of the companies occupying the buildings.

> While VRML offers exciting possibilities for Web developers,it also requires a level of expertise that presents a steep learning curve for many.

While VRML offers exciting possibilities for Web developers, it also requires a level of expertise that presents a steep learning curve for many. To author VRML sites, you must have a working knowledge of how to create 3-D graphics and link them to other media types such as HTML, sound, and video. Then you must be able to translate your 3-D files into VRML format. Fortunately, there are many new tools available that support VRML authoring, including Virtus Walkthrough, Caligari's Fountain, and Paragraph International's Home Space Builder.



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So far, we have discussed just a few of the tools a Web developer needs to design Web pages. We haven't touched upon digital imaging software products like Photoshop that are used to create the sophisticated graphics that have become standard on the Web. We haven't discussed CGI programming for database integration, Real Audio for audio streaming, or video conferencing and Internet phone software for real-time communications. The list of development tools seems endless and gets longer daily. What's more, apart from a knowledge of tools, a Web developer needs to have a working knowledge of Web site management, marketing, sales, and standard business practices. Obviously, a full discussion of what it takes to be a Web developer could fill many articles and books.

And The Beat Goes On

As we reviewed events of the last year in preparation for writing this article, we realized how fast Web development technology has advanced and how quickly the Web has expanded in ways nobody could have foreseen just a short while ago. While that means a big learning curve for many Web developers, it also means lots of opportunity and lots of excitement. As the old Chinese curse goes, "May you live in interesting times." Web developers certainly do. ■

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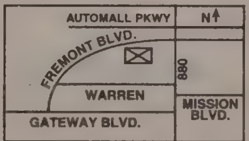

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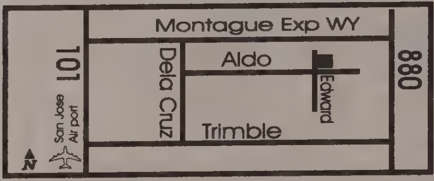

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network administrators. In addition to hot-swap array storage, the models let you slide out the entire motherboard to easily install RAM and PCI slots. It even has built-in wheels that let you move the heavy unit around the office. This nifty feature drew nods of approval from the crowds checking out the demonstration at the Apple booth.

The Web has taken over the hearts and minds of many print industry gurus, including Jonathan Seybold, the founder of Seybold Seminars and its trade-rag empire.

With all these high-powered features, the servers run an Apple-adapted version of AIX 4.1.3, IBM's UNIX for the PowerPC chip. The units have been optimized for AppleTalk and can even handle Apple events, letting developers script Mac applets for a variety of UNIX tasks.

- MetaTools Inc. unveiled the latest version of Bryce, its three-dimensional world-building program.

The $299 Bryce 2 has a goofy interface, but it lets users move around water, mountains, forests, and other elements easily.

Tip City

Here are some tips that recently floated to the top on Planet BMUG:

- In early March, drive vendor APS Technologies Inc. alerted Mac users to a problem with some hard drive caches, third-party driver software, and Power Macs.

Drive caches are special memory chips on hard drives that hold data before writing to disk. The past few generations of drives optimize this process and make drives faster.

APS said that the drivers sometimes don't clear the cache memory correctly and this can cause file and directory corruption. The data left in the cache is never written to the drive. The problem can happen at shutdown, from a power failure, or even when the system goes to sleep if you're running the new Energy Saver control panel. The driver problem doesn't affect Apple drives formatted with its own utility.

In the past, Apple drives came with the cache turned off, but it recently began using drives

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Pentium is a registered trademark and IntelDX2 and IntelDX4 are trademarks of Intel Corporation with the caches enabled in PCI Macs. Many third-party SCSI-formatting utilities also let users turn drive caches on for both Apple and off-the-shelf drives. So you could introduce this problem yourself and not realize it for a while!

So what can we do about this?

First, make sure you run the latest version of drivers on your hard drive. Most people just format a drive and then let it sit around. When Apple or third-party companies upgrade their utilities, it's important to update everything, including the drivers. APS, CharisMac Engineering Inc., and FWB Inc. in March provided updated drivers online. Other companies were still looking at the problem.

Another idea is to leave the Mac on all the time. It doesn't hurt a machine to leave it on for weeks or days or years. Make sure that you run a screen saver, or simply turn off the monitor; newer displays that follow EnergyStar will turn themselves off automatically. Although it's not ecologically correct, don't employ the system-wide energy-saving routines in the control panel.

The third "trick" is to copy data files to an external hard drive, SyQuest, Zip, or floppy before shutting down. Duh! This is a good idea for everyone, every day.

- Granite Digital recently released a new version of its SCSI terminators and high-performance cables. Good-quality cables can reduce slowdowns on the SCSI chain, especially with new faster flavors of SCSI such as speedy Fast and Wide SCSI-2 and Ultra SCSI connections.

In addition to the usual 50-pin SCSI "Centronics" and 25-pin Apple plugs, the company has models with the 50-pin MicroD connector now used by many new drives. A 3-foot-long Apple-to-MicroD cable is $69; a Centronics-to-MicroD cable is $99.

Granite also sells Teflon ribbon cables for internal drives that improve performance for applications such as digital video, the company said. The 6" Fast and Wide, and MicroD cables cost $69; the Centronics flavor is $39.

- Extension conflicts are a perennial problem for Mac users; extensions and programs don't always mix. The BMUG Helpline advises callers on the many secrets to their ordering during startup, as well as the do's and don'ts for compatibility.

The MacChat e-newsletter recently gave a pointer to the Complete Conflict Compendium (C3) at *http://www.islandnet.com/~quill/c3data.html*. It's a searchable database of over 350 software conflicts and solutions. Users can search by symptom, application, and system version. C3 is a volunteer effort by Quill Services Ltd., a Mac consulting firm in Victoria, BC Canada.

- I saw TECHcessories' $99 Dinokidz keyboard at the Expo—awesome! It's sold by a number of mail order companies.

The full-size expanded keyboard is wrapped inside a dark green diplodocus. The bottom, or tummy, acts as a wrist-rest and the keys are several colors. The package comes with a multicolored mouse and pad. Although aimed at kids, it's a real work of art for anyone's system. ■

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RESOURCES:

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What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684 ext. 8.

The BMUG Office, 2055 Center St. (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic hand-holding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM ™Too*, and the *BMUG PD-ROM.*

Planet BMUG and BMUG Boston are graphical user interface FirstClass bulletin board systems, offering the latest in shareware, as well as news, private email, rumors, etc. With our 18-line capability, you can have access to BMUG almost 24 hours a day. It's easy to use, fun, and a great resource.

BMUG can be found on most online services. BMUG can also be reached through the Internet network at *UG0001@applelink.apple.com* .

To get some further information about BMUG please write to: BMUG, 1442A Walnut St., #62, Berkeley, CA 94709. If you prefer to phone our business office, call (510)549-BMUG, or fax (510)849-9026.

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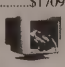

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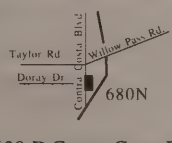

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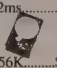

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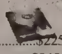

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- •TO Pentium 166...................$509

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- •ASUS Pentium Mother Board
- •256k Pipe Line Burst Cache
- •Intel Pentium 75 MHZ CPU w/fan
- •8MB EDO RAM 60ns
- •1.44 Floppy Drive
- •1.2GB EIDE HD
- •VideoMgic PCI -V264CT 1MB
- •ViewMagic15" .28dp N-INT SVGA
- •Mitsumi 104-key Keyboard
- •Mini Tower Case w/230w P.S.
- •Toshiba 4.5Speed EIDE CD-ROM
- •Build in 16 bit Sound Card
- •Deluxe Speaker
- •Microsoft Windows 95
- •Mouse

$1249

upgrade

- •TO Pentium 100 /120.....$95/$149
- •TO Pentium 133/150....$219/$319
- •TO Pentium 166...................$509

INTERNET STATION

- •MicroStar PCI w/256K M.B.
- •Pentium Over Drive Ready
- •80486DX2-66 CPU
- •8MB RAM 70ns 72pin
- •1.44 MB Floppy Drive
- •32 BIT EIDE w/2S/1P/1G(16550)
- •850 MB EIDE HD
- •32 Bit PCI Video Card w/1MB
- •14" .28dp 1024X768 SVGA
- •Mitsumi 104-key Keyboard
- •Supra 28.8 Fax / Modem
- •Mini Tower Case
- •Microsoft Windows 95
- •Mouse

$989

upgrade

- •TO DX4 100 ....$29
- •TO Intel Pentium 75MHz...........$89
- •TO Intel Pentium 100MHz.......$189
- •TO Pentium 133 ....$319

DUAL PENTIUM

- •One Intel P90 CPU w/fan
- •Asus Dual Pentium Main Board
- •4 PCI / 4 ISA Slots 256 k cache
- •8MB 72 Pin RAM 70ns
- •1.44 MB Floppy Drive
- •2S1P1G IO(16550)
- •Enhance IDE Controller
- •1.0GB EIDE HD
- •Diamond Stealth 64 w/1MB
- •Acer 15" .28dp 1024x768 Non-Int
- •Keytronic 104-key Keyboard
- •MS Window NT 3.5 Server
- •Medium Tower Case
- •250-Watt Power Supply
- •Microsoft Mouse

$1499

upgrade

- •TO Pentium 100.................$19
- •TO Pentium 120..................$69
- •TO Pentium 133................$149

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CONNER	
CFS-635A 630MB 13ms IDE	$169
CFS-850A 850MB 12ms 64K IDE	$189
CFS-1275A 1.2GB 15 ms 64K IDE	$219
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CFP-1080W 1.0GB 11ms Wide SCSI	$379
CFP-2105S 2.1GB 8.5ms 256K SCS-2	$549
CFP-2107S 2.1GB 8.5ms 256K SCSI-2	$589
CFP-4207S 4.2 GB 8.5 ms SCSI-2	$899
FUJITSU	
M1606TAU 1.0GB 10ms.IDE	$209
M1606SAU 1.0GB 10ms SCSI-2	$264
M2915SAU 2.0GB 9ms SCSI-2	$599
M2934SAU 4.3GB 9ms SCSI-2	$899
M29150QAU 2GB 9ms Wide SCSI	$539
HEWLETT PACKARD	
HP5271A 1.6GB 12ms IDE	$269
HP37252S 2.1GB 8.9ms SCSI-II	$499
HP C2490SE 2.1GB 8.5 ms SCSI-2	$619
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DeskStar XP 1.0GB 10.5ms SCSI-2	$244
UltraStar XP 2.3GB 7.5ms SCSI-2	$1049
UltraStar XP 4.5GB 8ms SCSI-2	$1479
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ZIP Drive 100MB External Parallel/SCSI	$189
ZIP Drive Cartridge	$19
Jazz Drive 1.0GB SCSI External	$599
Jazz Drive Cartridge	$130
MAXTOR	
MXT-7850 850MB IDE	$184
MXT-71050A 1.0 GB 12 ms 256 K IDE	$209
MXT-71260A 1.2 GB 12ms 256 K IDE	$219
MXT-71626AV 1.6GB 12ms IDE	$249
MXT-72004A 546 MB 12ms 256 K IDE	$329
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MC-4221 2.1 GB 8.5ms 512K SCSI-2	$619
MC-4221AV 2.1 GB 8.5ms SCSI-2 Audio/Video	$699
MC-4221W 2.1GB 8.5ms Wide SCSI	$739
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MC-3243 4.0GB 8.5ms SCSI-2	$999
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MC-1991 9GB 10ms 5.25" SCSI-2	$2029
MC-1991AV 9GB 10ms SCSI-2 Audio/Video	$2099
MC-1991W 9GB 10ms Wide SCSI	*$2118*

DISK DRIVE

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TR-850AT 850MB 14ms IDE	$179
FB-1080A 1.08GB 12ms IDE	$219
FB-1280A 1.2GB 12ms IDE	$229
TR-850S 850MB 14ms SCSI-II	$199
FB-1080S 1.0GB 10ms 512K SCSI-2	$249
XP-32150W 2.1 GB 8.5ms Wide SCSI	$789
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XP-34300 4.2 GB 8.5ms SCSI-2	**$849**
GP-34300W 4.2GB 8.5ms Wide SCSI	$940
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ST-3660A 540MB 14ms IDE	$169
ST-51080N 1.08GB 10.5ms SCSI-2	$249
ST-51080A 1.08GB 10.5ms IDE	$208
ST-32430N 2.1GB 9ms 512K SCSI-2	$645
ST-32430W 2.1GB 9ms Wide SCSI	$795
ST-32550N 2.1 GB 8ms 512K SCSI-2	$699
ST-32550W 2.1GB 8ms Wide SCSI	$919
ST-15230N 4.3 GB 9ms 512K SCSI-2	$1059
ST-15230W 4.3GB 9ms Wide SCSI	$1099
ST-15150N 4.3GB 8ms SCSI-2	$1169
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ST-410800W 9.0 GB SCSI-3	$2359
ST-32140A 2.1GB IDE 10.5ms	$369
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EZ-135 IDE Internal	$185
EZ-135 SCSI External	$229
EZ-135 Cartridge	$20
270 MB w/ one cart. IDE Int kit	$454
270 MB w/ one cart. SCSI Ext. kit	$499
270 MB w/ one cart. Printer Port External	$489
105 MB / 270 MB Cartridge	$57/$67
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1.2 MB 5.25" Floppy/1.44MB 3.5" Floppy	$38/$27
1.44 MB & 1.2 MB Combo Floppy	$87
WESTERN DIGITAL	
AC-2635 635MB 10ms IDE	$169
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AC-21000 1.0GB 9mis IDE	$209
WD-3120 1.2 GB 11ms IDE	$229
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Winturbo 64 2MB/4MB VRAM VLB/PCI	$227/$380
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Edge 3D 1MB/2MB DRAM PCI	$220/$258
Edge 3D 2MB/4MB VRAM PCI	$330/$460
Stealth SE 1MB DRAM VLB/PCI	$80
Stealth 64 1MB/2MB VLB/PCI	$93/$125
Stealth Graphic 2001 1MB/2MB VLB/PCI	$109/$139
Stealth Video 2001 1MB/2MB VLB/PCI	$114/$144
Stealth Video 2MB/4MB VRAM VLB/PCI	$231/$373
Viper Pro Video 2MB/4MB VLB/PCI	$329/$453
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Phantom 64 V200i 1MB/2MB DRAM PCI	$99/$134
MATROX	
Millenium 2MB PCI(Retail)	$309
Millenium 4MB PCI(Retail)	$449
Millenium 2/4/8MB Memory Upgrade	$190/$350/$480
Millenium Video Capture/Playback Module	$220
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9FX Vision 331 1MB/2MB VLB/PCI(Retail)	$162/$209
9FX Motion 531 1MB/2MB VLB/PCI(Retail)	$169/$209
9FX Motion 771 2MB/4MB VLB/PCI(Retail)	$279/$419
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Lynx 64 1MB PCI	$77
Tarantula 64 2MB/4MB VRAM VLB/PCI	$217/$335
Tarantula 64 MK II 4MB VRAM VLB/PCI	$385
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Cirrus Logic 5428/5429 1MB VLB	$62
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S3 864 PCI 1MB	$95
Trident 9000A 512K ISA	$34
Trident 8900CL w/1MB ISA	$52
Trident 9440 1MB VLB/PCI	$53/$53

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ALTEC LANSING Speakers	
ACS300/ACS500	$199/$299
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SoundBlaster 16 Value IDE	$77
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5000 4-Speed Upgrade Kit w/30 CD Titles	$357
6000 4-Speed Upgrade Kit for Small Office	$317
7000 6-Speed Upgrade Kit w/30 CD Titles	$389
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Reel Magic Lite	$199
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YST-M5	$44
YST-M10	$72
YST-MSW10	$149
YST-SS510	$169
YST-SS1010	$209
OEM Speakers	
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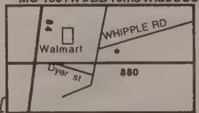

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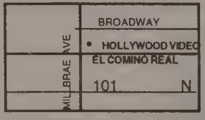

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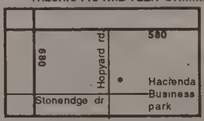

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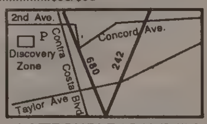

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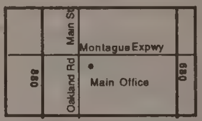

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- Intel Pentium 100MHZ CPU w/fan
- 256K Pipeline Burst Cache
- 16MB EDO RAM 60ns 72pin
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.2GB EIDE HD
- Trident 512kVGA card
- 14" VGA Color Monitor
- Mitsumi 104-key Keyboard
- Medium Tower Case
- 3COM PCI Ethernet card
- 250-Watt Power Supply
- Microsoft Window NT 3.5

$1499

upgrade

•TO Pentium 120	$59
•TO Pentium 133	$129
•TO Pentium 150	$239
•TO Pentium 166	$449

NOVELL STATION

- MicroStar PCI w/PowerSaving
- Pentium OverDrive Ready
- 80486DX2-66CPU w/fan
- AMI BIOS w/256K Cache
- 8MB RAM 70ns 72pin
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 630 MB IDE HD
- Trident w/1MB PCI
- 14" .28dp 1024X768 SVGA
- Mitsumi 104-key Keyboard
- Mini Tower Case & 230Watt PS
- Microsoft DOS
- 16 bit Ethernet card
- Mouse

$879

upgrade

•TO DX4 100	$39
•TO Pentium 75	$99
•TO Pentium 120	$249
•TO Pentium 133	$319

WIN95 STATION

- Intel Zappa Mother Board
- Intel Pentium 75MHZ CPU w/fan
- AMI Flash BIOS w/256K Cache
- 8 MB RAM 70ns 72pin
- Sony 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.2 GB IDE HD
- Diamond Stealth 64 PCI w/1MB
- ViewMagic 15" .28dp SVGA
- Mitsumi 104-key Keyboard
- Mini Tower Case
- 230-Watt Power Supply
- Mouse
- Microsoft Windows 95

$1199

upgrade

•TO Pentium 90	$74
•TO Pentium 100	$89
•TO Pentium 120	$144
•TO Pentium 133	$224

OS/2 STATION

- MicroStar PCI w/PowerSaving
- Pentium OverDrive Ready
- 80486DX2-66CPU w/fan
- AMI BIOS w/256K Cache
- 8 MB RAM 70ns 72pin
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.2GB IDE HD
- Diamond Stealth 64 w/1MB PCI
- 15" .28dp SVGA
- 4 Speed EIDE CD ROM
- Mitsumi 104-key Keyboard
- Mini Tower Case
- 230-Watt Power Supply
- Mouse

$1199

upgrade

•TO DX4 100	$39
•TO Pentium 75	$99
•TO Pentium 120	$249
•TO Pentium 133	$319

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1522(5MB/s)/1542CF(SCSI-2 10MB/s)	$71/$135
1542CP/1542CPK(SCSI-2 10MB/s)	$163/$223
2842/2825VLB (SCSI-2 10MB/s)	$161/$107
2940(10MB/s)/2940W(20MB/s) PCI	$185/$213
3940 (10MB/sec)/3940W(20MB/sec) PCI	$315/$474
2940UW(40MB/s) PCI	$278
APA1460 Slim PCMCIA SCSI	$164
ASW-EZSCSI 3.1 for DOS & Windows	$65
T348K Parallel To SCSI	$98
ASUS	
AS7870 PCI SCSI-2 w/Creative Lab Sound	$204
BUSLOGIC	
BT-545C ISA Fast SCSI-2 w. Kit 10MB/s	$179
BT-930 PCI SCSI-2 w/Win 95 Driver	$129
BT-946C PCI Fast SCSI-2 w. Kit 10MB/s	$174
PROMISE	
DC-2300 Plus Enhance IDE w. 16550	$44
DC-4030/4030+ VLB EIDE	$80/$112
DC-5030 PCI EIDE Cache	$119

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1x3 30pin 70/60ns	$23/$24
4x3 30 pin 70/60ns	$84/$85
1x36 (4MB 72 pin parity) 70ns/60ns	$88/$92
1X32 (4MB 72 pin NON-parity) 70ns/60ns	$75/$79
2x36 (8MB 72 pin parity) 70ns/60ns	$179/$184
2X32(8MB 72 pin NON-parity) 70ns/60ns	$149/$154
4x36 (16MB 72 pin parity) 70ns/60ns	$359/$364
4X32(16MB 72pin NON-parity) 70ns/60ns	$309/$314
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8X32(32MB 72 pin NON-parity) 60ns	$649
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EDO 4X32 (16MB) /8X32(32MB) 72 pin 60ns	$379/$759
AMD 486 DX2-66/DX2-80 3.3V	$33/$43
AMD 486 DX4 100/120/133 3.3V	$54/71/79
Cyrix 387DX-40/33/25	$20
Cyrix 486 DX2-66 5V/3.3V	$25
Cyrix 486 DX2-80 5V/3.3V	$30
Intel 486 DX2-66 5V	$54
Intel 486 DX4-100 3.3V	$87
Intel Pentium 75/90/100	$128/$219/$225
Intel Pentium 120/133/150/166	$269/$349/$449/$679

CD-ROM

CREATIVE LAB	
6X 900Kb/s	$109
DIAMOND	
8X IDE, 1200Kb/s	$295
NEC	
CDR-273 4X IDE, 200ms, 600Kb/s, 128K	$89
CDR-C302 4X SCSI-2, 7 Changer	$345
CDR-222 4X SCSI-2	$135
CDR-512 6X SCSI-2	$259
PANASONIC	
LMD-747 4X AT, 600KB/s	$89
LMD-581 4X EIDE, 600KB/s	$89
LMD-504 4X SCSI-2, 600KB/s	$139
PLEXTOR	
PX-43CH 4X, 220ms, 600Kb/s, 256K	$259
PX-63CS 6X, 145ms, 900Kb/s, 256K	$349
SONY	
CDR-76S 4X SCSI-2	$137
CDR-77E 4X IDE, 250ms, 600Kb/s	$89
TEAC	
CD-56E 6X IDE	$144
TOSHIBA	
5402B 4.5X IDE, 170ms, 675Kb/s, 256K	$84
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6X IDE 150ms, 900Kb/s, 256K	$134
3701B 6.7X SCSI-2, 120ms, 1000Kb/s, 256K	**$259**

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HP	
Sure Store C4324A, read 4X write 2X	$995
JVC	
2X Int/Ext (w. software & kit)	$1079/$1179
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PINNACLE MICRO	
RCD1000 PCI Int. 680MB, 300KB/s, w/Card	$1119
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CDD522 Ext. 300KB/s, w/Software	$1399
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LOGITECH	
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Scan Maker II w/photoshop	$395
Scan Maker IIHR 600 dpi w/photoshop & OCR	$789
Scan Maker IIHR 600 dpi w/picture publisher	$589
Scan Maker IISPX 300x600 dpi	$669
Scan Maker III w/TMA & OCR	$2179

MOTHERBOARD w/CPU

ASUS	
486DX4-100 256K PCI w/SCSI & IDE (Intel)	$299
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P90/P100/P120/P133	$529/$549/$599/$669
Pentium Triton Chipset w/256K PB, EIDE, & HS I/O:	
P75/P90/P100	$284/$359/$379
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Endeavor w/256K PB, EIDE, I/O, & SB Vibra16:	
P75/P90/P100	$319/$399/$409
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P75/P90/P100	$279/$359/$369
P120/P133	$419/$499
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Pro 150	**$1349**
Pro 180	**$1729**
Pro 200	**$1799**
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486DX2-66/80 256K 3VLB (AMD)	$132/$137
486DX4-100/120 256K 3VLB (AMD)	$154/$179
486DX4-100 256K PCI w. IDE & I/O (Intel)	$199
DX4-100/120/133 256K PCI w. IDE & I/O	$169/$184/$189
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P75/P90/P100	$239/$319/$329
P120/P133	$399/$469
NEXGEN	
P90/P100 w/256K, 3 PCI, EIDE 16550 I/O	$243/$269
P120/P133 w/256k, 3 PCI, EIDE 16550 I/O	$344/$419
P90 w/256K, 3 VLB	$193
P100/P110 w/floating PCI EIDE, HI I/O	$299/$329
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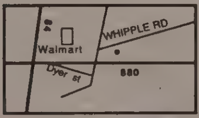

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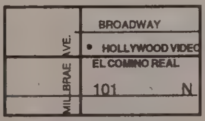

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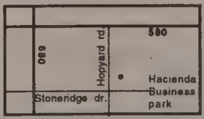

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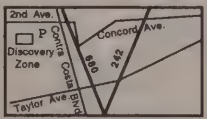

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- 3-Button Mouse
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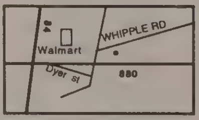

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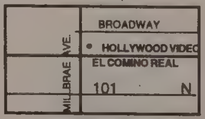

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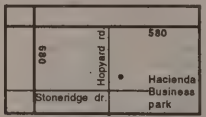

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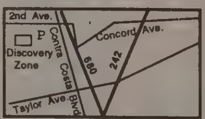

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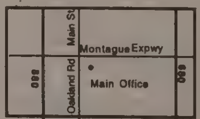

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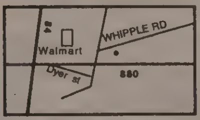

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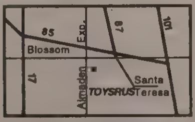

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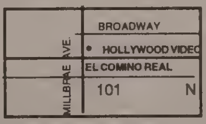

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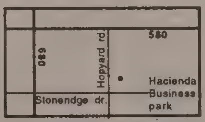

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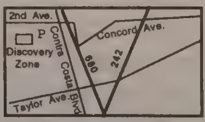

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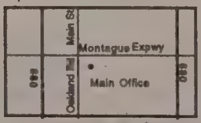

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New Products *"Amiga Software Reviews" continued from page 248*

Fiber Factory

Published By: Metro Grafx
List Price: $99.95
Reviewed By: Douglas J. Nakakihara

Come join the "Hair Club for LightWave Objects!" Excuse the pun, but that's basically what Fiber Factory is. It literally "grows" hair on your objects.

The interface consists of an adjustable 3-D wireframe preview window. Vertically, along the left side, are all of the hair-growing parameters. Aside from learning how each parameter affects the end result, operating FiberFactory is very straightforward. Many of the settings have mini-sliders, *a la* LightWave 3D, for adjustments using only the mouse.

To conserve memory, you'll generally create hairs using two-point polygons. The visual appearance can be adjusted using LightWave's particle/line size settings. However, you can give them 3-D form, if you need to. Three-dimensional hairs can also be tapered. The hair quantity, length, and segments per hair are all variable.

Once the basic hair form is set, there are also several adjustable placement and shape parameters. The Contour setting adjusts the angle at which the hair lays. The Kink setting folds the hairs in an accordion-like fashion. Curl and Turns are used to coil the hairs like a spring. The Jitter XYZ variables can be used to randomize hair placement.

Tropism is an overall bending effect, with a variable strength setting. Generally this is used to simulate gravity or wind. The direction of the bend is adjustable to any bearing in 3-D space.

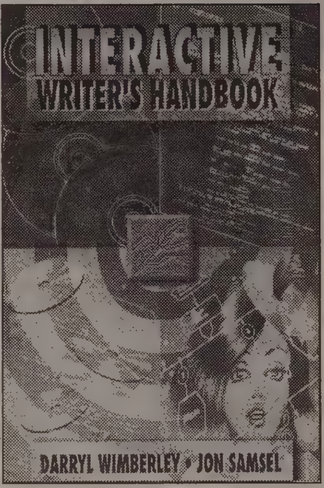
This program is a blast to use! There is absolutely no practical way to do this by hand. You can even morph objects that use the same geometry. (Metro Grafx, 625 Newton Dr., Lake Orion, MI 48362. 810/693-5134)

Book Reviews

Interactive Writer's Handbook

Written By: Darryl Wimberley and Jon Samsel
Published By: The Carronade Group
List Price: $39.95
Reviewed By: Pamela Mason

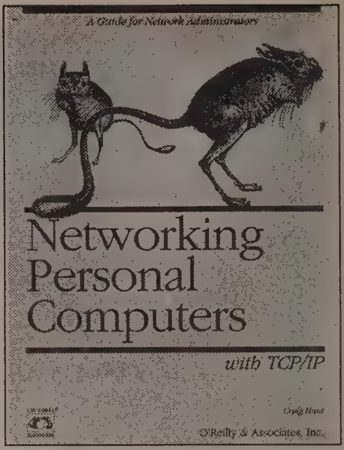
Writing for interactive media, multimedia, games, and interactive movies is very different from "linear" writing such as for traditional film, which has one beginning, middle, and end. Interactive plot lines develop as multiple design elements that branch over time. The interactive screenplay is the backbone that can determine a title's success or demise.



In the opening chapter, called "The Digital Frontier," authors Wimberley and Samsel explain, "There's an old saying that content is king. Nowhere is that more apparent than in the field of interactive media… If you have an original premise for an interactive title, the first thing you must do before you ever start writing is research the market. Identify the genre, interface, gameplay, structure, and characters of existing titles on the market to see just where your title fits in. Remember, no idea is truly original… Your goal, therefore, is simple. To create an original way to experience your idea." However, like so many things in life that look simple, getting there actually requires a great deal of experience. This book offers the benefit of that experience with a very thorough look at the entire process of writing the interactive screenplay.

The book emphasizes that interactive titles should have the same elements of good design and story development as any enduring piece of literature. "It's interesting how books still fuel the narrative fires. Why is it that filmmakers, in particular, people who laud the moving picture above all else, return so often to the printed page for their stories? …The answers may lie in the fact that imagination is conjured through language. Language provides the structure from which we derive meaning."

The *Interactive Writer's Handbook* is densely packed and well researched. Legal issues such as patent law, intellectual property, copyright infringement, and using public domain content in multimedia title development are covered. The book contains many interviews with interactive professionals ranging from interactive designers and authors, such as Robert Tercek of Monty Python's Complete Waste of Time, to producers and talent agents. It's a practical and pragmatic guide that walks the reader through the steps of good story design. It offers an understanding of story architecture and how the "inner story" drives the external events, giving the story meaning. Add to this the elements of strong and effective character development and the various devices you can use to heighten tension and interest and you have an invaluable reference for creating quality content for interactive media. (The Carronade Group. 213/935-7600)


A Guide for Network Administrators
Networking Personal Computers
with TCP/IP
Craig Hunt
O'Reilly & Associates, Inc.

Networking Personal Computers With TCP/IP

Published By: O'Reilly & Associates
List Price: $29.95
Reviewed By: Matthew Leeds

The explosion of interest in the Internet has caught many network administrators without the resources and training to implement the connectivity that their users are demanding. While in many cases the administrator is familiar with NetWare or AppleTalk and is trying to climb the curve with UNIX, TCP/IP, and related issues, occasionally the opposite is true. A site with mostly UNIX servers and clients has islands of other personal computers that need TCP/IP connectivity. *Networking Personal Computers* is aimed at that audience.

This book is tightly targeted at administrators who need to implement TCP/IP connectivity with MS-DOS, Windows 3.1 and 3.11, Windows 95, and Windows NT clients. It clearly lays out the main hurdles to be overcome, discusses configuration and compatibility issues a UNIX administrator may not be familiar with, and additionally covers connectivity with NetWare servers. Discussions include coverage of installing TCP/IP protocol stacks, configuration of email and Internet client applications, file and printer sharing issues, and IP address control options.

If you're not familiar with basic TCP/IP issues you should also consider the companion volume *TCP/IP Network Administration*. Both volumes are by Craig Hunt. While a little dry, as is the case with most publications from O'Reilly & Associates, all the details are clearly and cleanly presented. Well worth getting if you're about to get involved in this stuff, or trying to dig yourself out. (O'Reilly & Associates, Inc., 103 Morris St., Suite A, Sebastopol, CA 94572. 1-800-998-9938)

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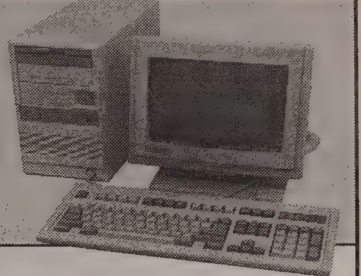

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PC Software Reviews

SceneMachine

Published By: Radiosity
List Price: $250
Reviewed By: Douglas J. Nakakihara

Flying logos are the bread and butter for many working 3-D animators. Though such logos often last only a few seconds, creating ones that are professional looking takes time and experience, which many people don't have. Enter SceneMachine.

Basically, SceneMachine takes any LightWave 3D object you create and generates a scene file based on your movement directions. There are twenty-five independent "on," "hold," and "off" motion settings, as well as adjustable timing for each segment of the animation. In addition, the background can be a solid color, gradient, image still, or image sequence. You can add up to eight different moving background elements from a list of over seventy.

For those needing more guidance, there are twenty-four cool prefabricated animations. If your brain is really on vacation, you can use the Smart Scene function, which only requires you to supply the logo object!

SceneMachine is nearly identical to its Amiga counterpart, WaveMaker, but it includes more content and has integrated AVI previews. It lacks WaveMaker's demo VHS tape, however, which is sorely missed because some details are lost in the thumbnail AVIs. Plus, the tape is much more suitable for client demonstrations. The only functional problem I encountered was that the AVI previews did not release memory after viewing.

Since SceneMachine creates a standard scene file, you can add your own custom touches after you load it into LightWave. Whether you are a LightWave newbie or an expert with full hands, this program could be a godsend. (Radiosity, 3970 N. Victoria St., Shoreview, MN 55126. 612/787-0855)

WaveFilter

Published By: Unlimited Potential
List Price: $179.95
Reviewed By: Douglas J. Nakakihara

WaveFilter is a new plug-in for NewTek's LightWave 3D. Although it has many capabilities, its antialiasing filter is its sexiest feature. It uses "biased weighted average pixel interpolation," a process that projects the results of additional rendering passes, according to the manual.

My tests showed that WaveFilter's one-pass antialiasing process improved picture quality without increasing rendering time significantly. However, I could only achieve acceptable results using it in conjunction with LightWave's built-in antialiasing. As such, this feature seems useful only if you need antialiasing results superior to what you get with LightWave's low setting. However, WaveFilter will antialias the background image, something LightWave doesn't do.

Other image processing capabilities include RGB, brightness, contrast, and gamma adjustments, as well as operations like edge enhancement, NTSC limiting, grayscaling, negative, and flipping. There are also some very interesting blur and depth-of-field blur filters. (No motion-blur filter, however.) Another option helps you create more effective images for luminance keying. WaveFilter has some nice features for generating alpha-channel images too, including the ability to create them from blue-screen images.

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All of WaveFilter's processes can be applied to objects only, background only, color range, or the entire frame, and can be applied in one to four passes, each with different settings. This opens up a variety of possibilities. Currently only available for the PC, support for other platforms is coming, including Amiga. With all of WaveFilter's abilities, there is something here for everyone. (Unlimited Potential, Inc., 11608 W. 127th Terr., Shawnee Mission, KS 66213. 1-800-PLUGIN2)

MagnaRAM

Published By: Quarterdeck
List Price: $39.95
Reviewed By: Woody Liswood

MagnaRAM is a memory-enhancing utility for Windows 95 and Windows 3.1 that modifies Windows' virtual memory system. Virtual memory swaps contents of RAM back and forth to the hard disk in order to simulate memory. But while virtual memory enables you to run many more programs than your actual RAM would allow, its price is slower performance.

MagnaRAM intercepts the data that virtual memory would normally swap to the hard disk and instead places this data into MagnaRAM's own buffer in RAM. Since RAM is significantly faster than hard drive storage and retrieval, the whole process speeds up.

During idle times on your system, MagnaRAM compresses the information in its buffer as much as possible, making more room for new data. When the buffer is depleted, the system does use the hard drive for storage. But this is also faster, since the information swapped to the hard drive is now compressed and takes up much less room.

A double click on the MagnaRAM icon brings up four icons. One of these pulls up a Statistics screen that displays a variety of information: used and free linear memory, used and free physical RAM, used and free virtual memory, amount of compression in physical RAM, and total compressed memory. To watch as MagnaRAM frees memory and compresses other memory, go to the Information screen right after you start Windows. The displays change as MagnaRAM does its job.

The Information screen also tells you how many times virtual memory attempted to write to the hard drive, how many times MagnaRAM redirected data to its buffer, the compression ratio for MagnaRAM memory, and how much time you've saved in hard drive read and seek time. The longer you use your computer, the larger these numbers become.

One way to use the Information screen is to optimize your swap file size. Windows 3.1, for example, uses a large amount of physical memory for its swap file—usually up to three times the physical memory you have installed. Check the information system to see how much virtual memory is in use. If you never come close to filling up the virtual memory, you can reduce the size of the swap file in Windows and gain more physical memory for your system.

If you need memory and performance, MagnaRAM will give you both. (Quarterdeck Corp., 13160 Mindanao Way, Fl. 3, Marina del Rey, CA 90292-9959. 310/309-3700) ■

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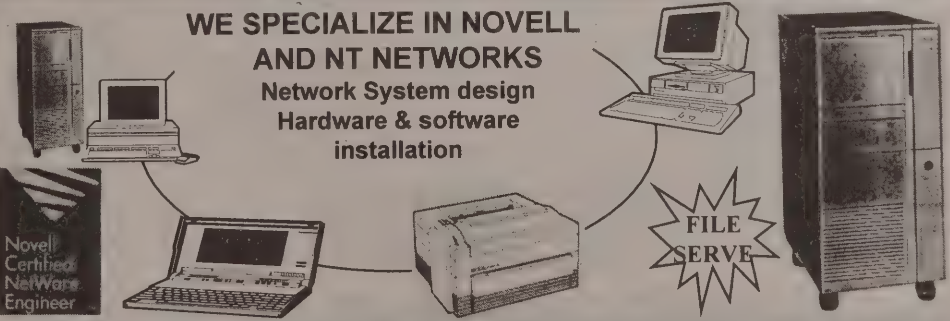

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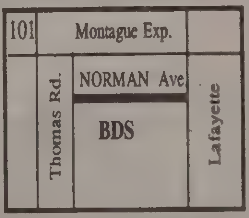

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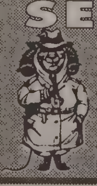

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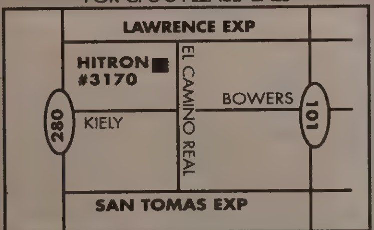

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MULTIMEDIA *continued from page 262*

advantages that computers offer when it comes to combining sound with visuals, and both with random access and interactivity in a reasonably meaningful sense of the word. It was designed to allow children between five and ten years old "to experience what composing music is like before they embark on a formal music education."

I'm not going to attempt to describe all of *Making Music*'s features and how they are integrated together, but it seems to me that Subotnick thought of everything and made everything work extremely well together. As anyone who's thought about it must have realized, the crucial difference between most (not all) visual and most aural information (to use a dry word) is that visual information occupies space and is static, while aural information occupies time and is transient.

Thus, it is relatively easy to capture, hold still, and examine meaningful visual information outside your own head. Sound, on the other hand, is fleeting and, even when recorded, requires the use of your own internal short-term memory to add meaning to what has just played back. It is relatively hard to compare two sounds played at the same time without a graphical representation, while reasonable powers of observation will suffice when comparing two pictures side by side.

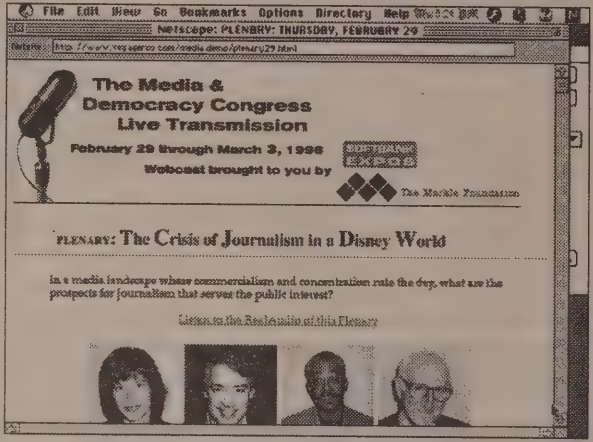
***Making Music* is as essential to the modern child's creative development as finger painting.**

With *Making Music*, in effect Subtonick makes that graphical representation of sound readily available, allowing you to create sound with a graphic tool and then manipulate it with the now familar desktop tools of select, cut-and-paste, stretch and move, as well as the rough equivalents of changing fonts and sizes and applying different effects. It's very, very cool.

And lots of fun for children of all ages!

Of course, eventually, if pursuing a serious interest in composing, you'd have to learn how to read and write standard musical notation and imagine the music in your head. Or would you? This is the age of break beats, sampling, ambience, layering, scratching, and dubbed-out, wholesale, full-tilt sonic exploration.

In provocative moments I've said that any parent who doesn't provide computer access to their seven-year-old is guilty of child abuse.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Now I'll add that just computer access isn't enough. *Making Music* is as essential to the modern child's creative development as finger painting (to use one of Subotnick's illustrations when discussing the fundamental differences between aural and visual information).

One day a child who's played with *Making Music* will do something significant in the musical world. Maybe hundreds of children who have used it will do many significant things. Maybe some club DJ will use it for effects next week. It would also be an excellent distraction to play with while being kept on hold. Crank it up loud enough so that you can't hear the canned apologies and dreary-cheery musical taste, and doodle-jam your own! Which reminds me, I think you'll want decent external speakers for full enjoyment of this CD-ROM.

I wish I'd had *Making Music* when I was a real child (oh, so long ago!). Now that I've grown up, at least a little bit, I'm glad that such software finally exists.

WEBWISE

Voyager's main business is selling CD-ROMs, but it's also very Webwise with a nifty site at *http://www.voyagerco.com* to show off its titles. For example, if you want remarkably full details of *Making Music*, more than I could possibly have fit into a printed column, there's some pretty good descriptions plus downloadable movies of Subotnick demonstrating its features.

Of course, Voyager's other new titles such as Dr. Fiorella Terenzi's *Invisible Universe* and Orson Welles's *Theatre of the Imagination* are also shown off. I even detected the occasional cheeky edge to some of the demos; this is not a series of dry and boring sales pitches. The site has a daily special offer of 50% off on a particular title.

More intriguingly, it also experiments with new media forms like CDLink articles of music journalism, a couple of graphic novels/comic strips, Laurie Anderson's *Green Room*, articles from Mumia Abu-Jamal, and other attempts to keep the Web lively and packed with information. It's good enough that I can tolerate it not being a CD-ROM! For example, literally as I type, I'm listening to a RealAudio Webcast from the Voyager site of the Media and Democracy Congress. Actually it's kind of distracting because Larry Bensky is moderating a discussion whose topic is "The Crisis of Journalism in a Disney World," and I want to understand what's being said. However, this is quite an astounding thing to be able to even attempt.

Like I said, Voyager has something to say; I'll add that it's doing something. Most likely, if faced with that dreaded hypothetical choice of only one site to check, Voyager's would be the one I'd choose. ■

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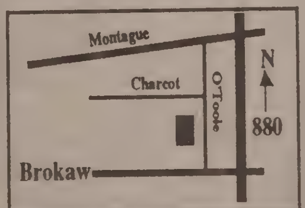

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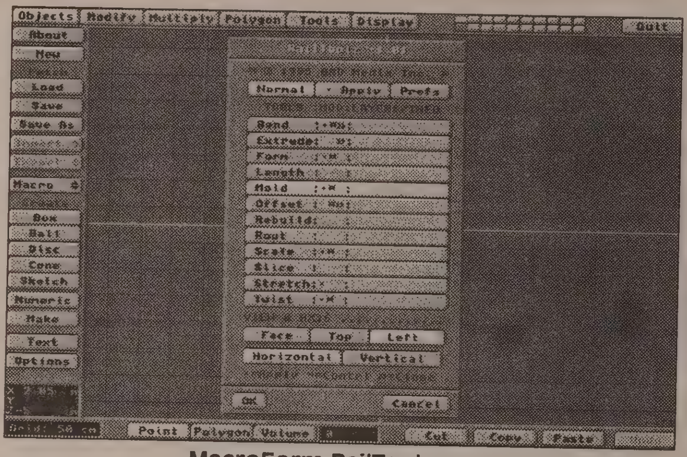

MacroForm RailToolz menu

MacroForm has a very steep learning curve even for experienced modelers. However, if you can master even its basic functions, you'll be performing what would otherwise be impossible feats.

rely heavily on it. You start with a single polygon, bevel it one way, bevel it another, and just bevel-bevel-bevel until the desired result is achieved.

MacroForm's RailRout tool lets you bevel out a polygon based on the shape of a spline curve. This spline curve is referred to as a router file. You can save these files for use later. The size of the router curve can be adjusted, without affecting the actual router file, to match the scale of the polygon being beveled.

A brilliant use of this tool is illustrated in the manual. To give buttons on a computer mouse some depth, a "button" router file is used to cut a groove along the button's perimeter.

The RailScale tool squeezes and expands an object based on the profile of spline curves. There is also a wrap option that will wrap objects to the shape of a curve. As the manual suggests, RailScale is useful as a tapering tool. For whatever reason, this tool has probably given me the most frustration. I still don't have a good understanding of how it works, but I'm working on it.

A cousin to the Slice & Dice macro is RailSlice. This tool will cut up a model based on the segments it derives from the specified spline curve. The Boolean option gives you the ability to separate the pieces if you wish. RailSlice offers Core, Tunnel, and Slice options identical in meaning to Modeler's standard drill tools.

The RailTwist tool will twist your object based on a spline curve. It's a perfect tool for creating rotelli pasta, or maybe the twisted wreckage from a destroyed spaceship. The RailStretch tool will stretch your object to the shape of a curve.

All of the molding-type rail tools can be executed in the "Apply" mode. This time-saving feature allows you to apply a tool repeatedly while tweaking the spline curves to get just the right result. It's a one-key operation, and you don't have to undo the operation first. Amazingly, each time you reapply the tool, it's as if you are starting over.

An interesting side note is that since the basic geometry of objects doesn't change from one "apply" to another, you can use this feature to create intricate morph targets.

MACROFORM'S CURVES

MacroForm uses two types of spline curves: Form and Control. Most of the time the Form curve provides the profile for the primary shaping information. The Control curve is often used to shape an object in the third dimension.

Many of the rail tools will even create their own generic spline curves for you. Then you only need to modify them to suit the situation. This is a tremendously helpful feature.

MacroForm is very particular about how curves are created. The order in which you create your curves and even the point creation order is important. Fortunately, the RebuildRail tool allows you to fix spline curves so that they are compatible with the RailToolz.

THE MANUAL

MacroForm has a fairly steep learning curve, but fortunately the user manual is superb—one of the best I've seen. It begins with some well-explained tutorials. There are even integrated lesson macros that create the polygons and spline curves used in the tutorials.

What I really like about the tutorials is that you are given a lot of information as to why certain things are happening, although I'll have to admit certain concepts are difficult to grasp. There are also "hints" to give you food for thought.

The manual also has illustrations of some neat objects created with MacroForm. To test your knowledge, you are given only general information as to how they were created. However, macros are provided that fill Modeler's layers with an incremental look at the creation of the object.

Plug-in versions for the Amiga and PC are expected to be released within a few months. The most significant improvement will be an increase in speed.

MacroForm does much more than I've been able to describe—I'm only beginning to understand its capabilities. Some of the tools seem to overlap in functions, but each attacks the situation from a different angle yielding subtle differences.

Once you get used to it, you won't be able to model without it. Modeler essentially becomes a totally new program. MacroForm should be at the absolute top of any LightWave user's must-have list! ■

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P5-120MHz Endeavor II	**$2853**	**P5-166MHz Endeavor II**	**$3230**

DELUXE MULTIMEDIA

- **256K Cache**
- **8MB RAM**
- **850MB Fast IDE Hard Drive, WD**
- VLB or PCI IDE with I/O
- VLB or PCI SVGA Card w/1MB
- **Double-Speed CD-ROM**
- 16-Bit Sound Card & Speakers
- 1.44MB 3.5" Floppy Drive
- 14" SVGA .28 Non-Int. Color Monitor
- Mini Case with 230W PS
- FCC 101 Keyboard
- Microsoft Serial Mouse with Pad
- 109 Titles Included

486DX4-120MHz	**$729**	**P5-120MHz**	**$1142**
P5-90MHz	**$1042**	**P5-133MHz**	**$1212**
P5-100MHz	**$1092**	**P5-166MHz**	**$1527**

VALUE SYSTEM

- **Pentium® Chip-Based Intel™ PCI Motherboard**
- **256K Pipeline Burst Cache**
- **Intel™ Triton Chipset**
- **8MB RAM**
- **850MB 10ms IDE Hard Drive**
- 1.44MB 3.5" Floppy Drive
- Built-in IDE/IO Controller (16550)
- PCI SVGA Card w/1MB, 64 Bit
- **14" SVGA .28 Non-Int Color Monitor**
- Mini Case with 230W PS
- FCC 101 Keyboard
- Microsoft Serial Mouse with Pad

P5-100MHz	**$978**	**P5-133MHz**	**$1098**
P5-120MHz	**$1028**	**P5-166MHz**	**$1413**

486 BEST BUY

- Motherboard with CPU
- **4MB RAM**
- **850MB Fast Hard Drive**
- 1.44MB 3.5" Floppy Drive
- IDE 2HD/2FD Controller with I/O
- VLB SVGA Card w/1MB or PCI
- **14" SVGA .28 Non-Int Color Monitor**
- Mini Case with 230W PS
- FCC 101 Keyboard
- Mouse with Pad

486DX4-100MHz VLB/PCI	**$705**	**486DX4-120MHz VLB/PCI**	**$725**

SOFTWARE (W/SYSTEM PURCHASE)

Microsoft Windows 95 (Full CD Package)	$93
Microsoft DOS 6.22/Windows 3.11, Full Package	$35/45
Microsoft Windows for Workgroups, Full Package	$54
Microsoft Home CD Titles, Encarta 96, Works, Money, Best Entertainment	$70
Microsoft Office (prof)+ver 7.0	$230

MOTHERBOARD W/O CPU

Intel™ Endeavor II Pentium® Motherboard w/256K Pipeline Cache	$185
VLB 486 PCI w/256K & IDE/IO	80
PCI & ISA 486 w/256K (72 Pin) w/IDE I/O	70
P5-75/90/100/120/133/166 w/IDE & I/O (16550) Triton Chip w/256K Pipeline	120

MEMORY/CACHE

1x3-70ns/1x9 70ns	$27
4x9-70ns, 9 chips	80
1x32 70ns, 72-pin, 4MB	43
1x32 60ns, 72-pin, 4MB/EDO	63
2x32 70ns, 72-pin, 8MB	88
2x32 60ns, 72-pin, 8MB/EDO	129
4x32 70ns, 72 pin, 16MB	250
4x36 70ns, 72-pin, 16MB EDO	350
Simm Converter	18
256K Pipeline Burst	25
512K Pipeline Burst	56

CPU'S

AMD	
AMD 486DX4-100	$44
AMD 486DX4-120 (New)	65
AMD 486DX4-133 (New)	65
Intel™	
Intel™ P5-90MHz	$130
Intel™ P5-100MHz	CALL
Intel™ P5-120MHz	CALL
Intel™ P5-133MHz	CALL
Intel™ P5-166MHz	CALL

CASE & POWER SUPPLY

Mini Tower Case w/250W PS Dig.	$28
Desktop Case w/250W PS Dig.	36
Mid Tower Case w/250W PS Dig.	42
Full Tower Case w/250W Dig.	55
250W Power	22

FLOPPY DRIVE

1.44 MB/1.2MB Mitsumi	$23/36

MOUSE

3-Button	$5
Microsoft	
Microsoft Mouse Serial w/system	$20

CONTROLLERS

IDE 2FD/2HD W/2S/1P/1G	$9
VLB IDE WI/O Enhanced	15
Adaptec	
2940U PCI	170
3940 PCI	200
2940U, wide SCSI	200

HARD DRIVES

850MB IDE/Ext.	$170/315
1.2GB IDE 10ms/Ext	215/345
1.6GB IDE 9ms (WD)	284
1.0GB SCSI 9ms	291
2.0GB SCSI 7.5ms/Ext	600/780

KEYBOARDS

101 Enhanced Keyboard Click	$13
Keytronics 101-Enhanced Win 95	25
MS Natural Keyboard	75
Mitsumi 104 Windows 95 Keyboard	15

TAPE BACKUPS

Conner	
850MB Int.	$170
Colorado	
DJ-35 350MB Internal	$112
DJ-25 800MB Internal	170

VGA CARDS

C & T w/1MB VLB	$60
PCI w/1MB 64 Bit	53
Diamond	
Stealth 64 PCI/VLB 1MB DRAM	$86/120
Stealth 64 PCI 2MB DRAM	114
Stealth 64 PCI 2MB VRAM	241
Stealth 64 VLB 4MB VRAM	383

MONITORS

14" VGA Mono	$83
14" Super VGA 1024x768 .28, MGC	212
15" SVGA/Dig 1280x1024 .28, MGC	310
NEC Multisync XV17/XE17/XP17	710/968/998
NEC Multisync XE21/XP21	1595/1855
15" MAG 195 1280x1024 .28	349
17" MAG 1280x1024 .26	634

FAX MODEM

14.4 Fax Modem w/Voice Int	$45
28.8 Fax Modem w/V.34 Ext	125
28.8 Fax Modem w/Voice	139
33.6 Fax Modem	118
SUPRA	
28.8 Fax/Modem w/V.34 Int PNP	$118
US Robotics	
Sportster 14.4 Fax Modem Int	$89
Sportster 14.4 Fax Modem Ext	108
Sportster 28.8 Fax Modem w/V.34 Int	185
Sportster 28.8 Fax Modem w/V.34 Ext	205

SUPER SALE

HP Toner Cartridge 92298A	**$99**
Intel™ Pentium® 90MHz CPU	**130**
1.44 Floppy Disks Formatted	**22¢**
Intel Network Card	**$85**
Recordable CD Disk, 74Min	**12**

SPEAKERS

Deluxe Speakers	$5
60 Watt Stereo Speakers	18
180 Watt Stereo Speakers	36

CD-ROM/SOUND CARD

Panasonic 2X, IDE CD-ROM	$50
Toshiba 170ms 4X CD-ROM	59
Sound Blaster Pro 16 PNP	72
Toshiba 6X CD-ROM 145ms	103
True 16 Bit Sound Card 109 Titles	70
16 Bit Sound Win 95	45

UPGRADING CHARGES

Labor charges are the following:

CPU & Memory Upgrade	FREE
System Diagnostic Checkup	$10
Multimedia Kit Installation	20
Installation for HDD	10
Video Card + Driver Setup	10
Install Motherboard	20
Install Floppy Drive	10
Install New & Power Supply	10
Install Tape Drive	10
Install Fax/Modem	10
Install Software/Setup	25
System Troubleshooting	30
Windows 95 Install	50

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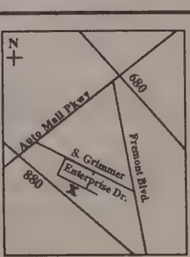


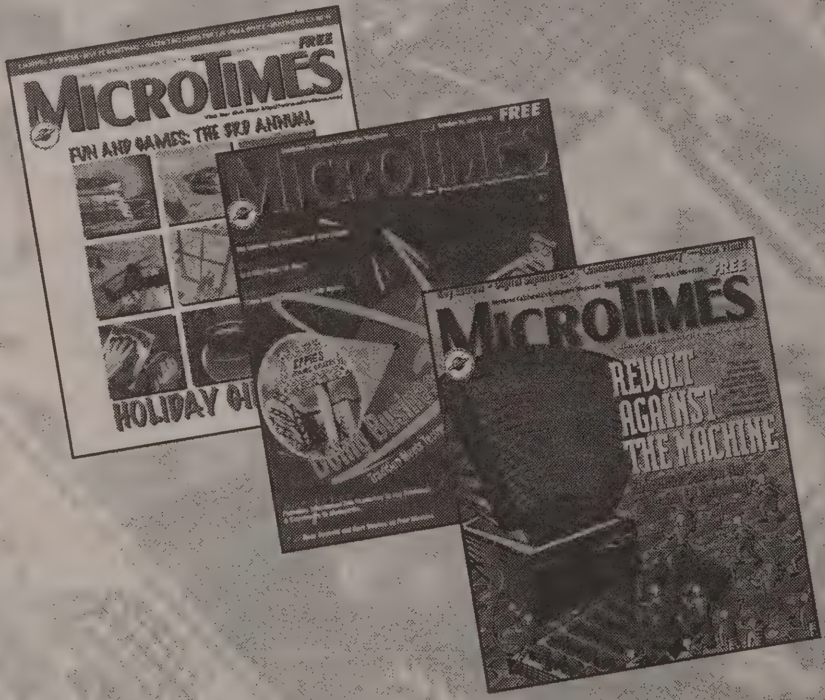
MICROTIMES™

MICROTIMES Fun Facts:

- MICROTIMES is subscribed to by readers in Australia, Belgium, Budapest, Canada, Croatia, India, Italy, Japan, Korea, Poland, Portugal, Saudi Arabia, Switzerland, Tahiti, and Thailand.
- 1984 MICROTIMES circulation was 757,100 issues. 1995 circulation was 3,248,000 issues.

As of year's end, 1995:

- If placed end to end, a year's worth of MICROTIMES would measure 679 miles long.
- If stacked, a year's worth of MICROTIMES would reach 41 miles high.
- 185 miles of string was used to tie bundles of MICROTIMES for distribution.
- A year's worth of MICROTIMES weighs 2,436 tons.



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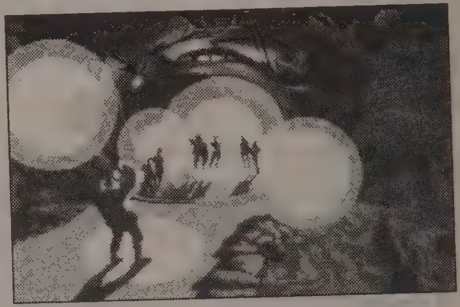
LUCASARTS *continued from page 272*

chases are returned because they couldn't get the suckers to work. This may happen less on the Macintosh; Brøderbund reports that for Myst, ten Windows versions would be returned for every three Mac versions.



A great many 3D action games are structured using Autodesk,s 3D Studio PC-based software. 3D Studio Hollywood & Gaming Effects reveals how many outstanding effects for multimedia and the movies have been accomplished in this format.

Still, we want them all to work. In *Make Your CD-ROM Work! How to Survive A Bad Out-of-Box Experience* (Random House, 256 pp., $10.95), Bob Levitus and Ed Tittel play "ER" for the silvery crash victims, covering installation, control devices, sound, video performance, compatibilities, and Windows 95. From plug 'n pray to plug 'n play. ■

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RESOURCES:

LucasArts Entertainment Company
P.O. Box 10307
San Rafael, CA 94912
(415)472-3400
(415)444-8240 (fax)
http://www.lucasarts.com

MacMillan Computer Publishing (QUE, NewRiders)
201 W. 103rd St.
Indianapolis, IN 46290-1097

Random House Inc.
201 East 50th St.
New York, NY 10022
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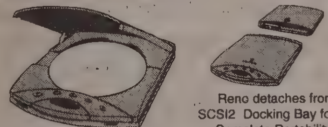
Reno Kit is improved!

- Media Vision ***Reno*** External CD ROM/Audio CD Drive:
  - Consists of new external Reno CD/ROM drive, docking bay with SCSI2 port, AC Adapter
  - Now with Macintosh installation software!
  - Double-speed 180mS drive is lightning fast!
  - Drive detaches from docking bay, use with headphones as a portable personal audio CD player
  - Great for Mac or IBM (adaptor bracket included)
  - Brand new in box, 90-day warranty

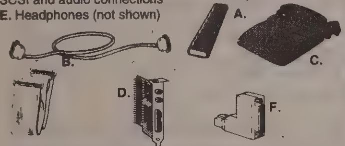
Media Vision Reno Kit HSC#15586 **$99.95**



Reno detaches from SCSI2 Docking Bay for Complete Portability!

- **Media Vision *Reno* Kit HSC#15586 includes:**

A. Rechargeable Battery Pack
B. Reno Cable Kit (SCSI2 - DB25 cable, 50p. ribbon cable, internal & external audio patch cables)
C. Padded Travel Pouch
D. Internal SCSI IDS50 to DB25 Adapter bracket for IBM, use with Reno cable kit (above) & your SCSI card for convenient SCSI and audio connections
E. Headphones (not shown)

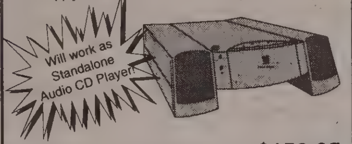


- ***Reno* Accessory Available Separately:**

F. Macintosh Powerbook SCSI Adapter (HDI-30 to 25-pin D connector) **HSC#15704** **$12.50** if purchased alone, or with purchase of Reno Kit, **$5.00**

Multimedia with Bose!

- Media Vision ***Memphis*** Kit (Limited Quantities Available)
  - Drive unit consists of new SCSI double -speed drive, custom enclosure, and detachable Bose active speakers with 10W/Channel amplifiers.
  - Includes Pro-Audio Spectrum 16 SCSI sound card, with special interconnect cable.
  - MPC & MPC2-compliant, true 16-bit stereo sound
  - Midi ports and audio jacks on back, NEC CDR210 CD/ROM Drive has tray, does not need caddies.
  - Supports DOS, Windows 3.1, Sound Blaster and Ad-Lib, joystick and full-duplex MIDI, so it can run nearly all audio applications ever made for PC's!
  - Awesome sound from Bose speakers!
  - Comes with copies of instruction manual, power supply, installation software, 90-day warranty



Media Vision *Memphis* kit HSC# 15753 **$159.95**

1200 dpi Color Scanner!

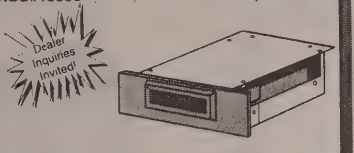
- Dexxa sheet-feed full page (8.5" x 11") color scanner
- 1200 dpi, 24-bit TWAIN interface, Windows compatible
- Brand new in box with extensive software bundle
- Includes OCR Album, Fax, Copy, Image editing, Slide Show, Electronic Database
- IBM interface card & cables included
- Made by Logitech -- One Year Factory Warranty

HSC#15775 **$249.95**

Tape Backup Bargain!

- Irwin AccuTrak 31250A 250MB tape drives
- Brand new in box with 90-day warranty
- EZ-Tape software for DOS/Windows 3.XX is included
- Hooks to floppy controller with included insertion cable
- Comes with brackets and 5.25" faceplate for mounting in regular half-height drive bay, but can be mounted in 3.5" bay with optional faceplates below
- Made for IBM so you know it's rugged!

HSC#15805 **$39.95**


Dealer Inquiries Invited!

-- Irwin Tape Backup Accessoriess --

Formatted 250MB Tape	**HSC# 15806**	**$9.95**
3.5" Faceplate, Light Gray	**HSC# 15807**	**$2.95**
3.5" Faceplate, Dark Gray	**HSC# 15808**	**$2.95**

DTC Controller Riot!

- If you know computers, you know of Data Technology Corporation's reputation for robust device controllers!
- New in OEM packaging with Software & Info Sheet
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- All have our 90-day warranty

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DTC-2130D	**HSC# 15838**	**$29.50**	PCI Bus controller for four E-IDE drives (no FD)
DTC-3130	**HSC# 15839**	**$59.00**	PCI Bus SCSI-2 Controller (no floppy drives)
DTC-3280AS	**HSC# 15840**	**$45.00**	ISA Bus 16-bit HD/FD SCSI Controller Version 20 BIOS will control up to 4GB drives
DTC-3274	**HSC# 15841**	**$95.00**	VLB SCSI-2 Bus-Mastering HD/FD controller
DTC-3150V	**HSC# 80376**	**$19.95**	8-bit Non-bootable SCSI (perfect for Reno!)

Pentium Motherboards!

- New-in-box 66 MHz PCI Pentium Motherboard
- Four PCI Slots, Four 16-bit ISA Slots, uses 72-pin SIMM's
- ZIF Socket contains your choice of CPU, 60 or 66 MHz
- 256K Cache RAM installed, supports up to 1MB Cache
- PCI clock rates from 20 to 33 MHz supported
- User's manual included, ninety-day warranty

HSC# 15763	**with 60MHz CPU**	**$179.00**
HSC# 15796	**with 66MHz CPU**	**$189.00**

Bargain SCSI Sound Card

- Mediavision **ProAudio Spectrum 16** sound card
- 16-bit audio, 44.1KHz stereo sound
- MPU 401 MIDI emulation, Soundblaster compatible
- Internal SCSI CD-ROM port, microphone jack (mike not included), line-in, speaker jack, joystick port
- Includes driver disk, information sheet (no book)
- OEM package (no box), 90-day warranty

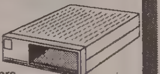
HSC#15797 **$39.95**

Photomultiplier Bargain

- Just in for the experimenter - Phillips photomultiplier tubes!
- XP2412 has large 70mm useful area photocathode
- 10 multiplication stages, Blue-sensitivity 13µA/ImF
- Tubes have 3" dia. face, 2" dia. body, 6" over-all length
- Note, these are light detectors, not image amplifiers
- Catalog spec sheet included
- New tubes, appear to have voltage multiplier built onto end, connection is by 14-pin DIP header and SMB Coax (circuitry is not described in data sheet)

Philips XP2412/SQ5 **HSC# 15734** **$27.50**

SCSI Drive Case Deal!



- Low-profile case for 5.25" drives
- Perfect for CD-ROM, hard drives
- 9.5" x 2.5" x 10.5" overall size
- 50-pin SCSI daisy-chain connectors
- Internal 50-pin cable, SCSI ID switch
- 35-watt power supply delivers 5VDC @ 2A, 12VDC @ 2A
- Used case has 90-day warranty, may need some screws

HSC# 15744 Low-Profile 5.25" Drive Case **$24.95**

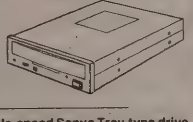
Lower CD/ROM Prices!

- Tested Good CD/ROM Drives removed from systems
- 90-Day Warranty ♦ 2x, 3x and 4x Speeds available
- All drives except 3x are tray-type (no caddy needed)

Sanyo CDH-94 2X-Drive	**HSC# 98435**	**$39.00**
NEC CDR-84J 2X-Drive	**HSC# 15648**	**$39.00**
NEC CDR-510 3X-Drive	**HSC# 15327**	**$59.00**
Sanyo CRD-254S 4X-Drive	**HSC# 15829**	**$79.00**

Multimedia Combo-packs

- Your choice of double- or quad-speed Multimedia Packs
- Comes with Mediavision Prosonic 16 SCSI sound card, cables, installation software, unamplified speakers, ten CD titles, and internal Sanyo CD-ROM drive
- Utility software is DOS/Windows compatible, includes Pocket Mixer, Pocket Recorder, Pocket CD Player
- 10 CD's included: Home Repair Reference Kit, Compton's 1995 Encyclopedia, Sports Illustrated 1994, Compuserve, Sim City 2000, Lenny's Music Tunes, The Legend of Krandia (Book Two), Cyberia--Mission Norway, Lunicus, Vroom Books for Kids
- Drives are tray-type (no caddy needed)
- OEM packaged (plain white box)
- 90-day warranty

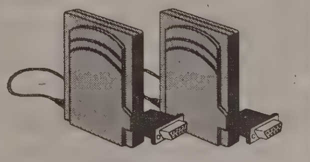


Multimedia Kit with double-speed Sanyo Tray-type drive
HSC# 15827 **$79.00**
Multimedia Kit with quad-speed Sanyo Tray-type drive
HSC# 15828 **$119.00**

Wireless RS-232 Link!

- National Semiconductor's "AirShare" radio modules can link you up without RS-232 cables!
- Use with Laplink (or other link software) to network two computers over the serial ports (no software included)
- Works via 900 MHz radio frequency up to 30 feet (no line-of-sight requirements like infra-red links)
- Three user-selectable frequency channels for multiple units in the same room -- transfer rate up to 115kbps
- Compact: each module measures 3.5" x 2.25" x .625"
- Units can be powered three ways:
  - 6VDC Wall Adaptor
  - Snap-on 9V Battery Compartment (2.25" x 1.75")
  - Mouse port "Power Thief" plugs in between mouse Mini-DIN connectors and "steals" power for unit
- Each kit includes:
  - Two AirShare modules for full duplex communication
  - One 6VDC Power Adaptor
  - Two 9V Battery Compartments (batteries not included)
  - One Mouse-port Power "Thief" with coil-cord
- Extra Power Adaptors available below

HSC# 15823 **$49.95**



-- Extra Power Adaptors --

6VDC 150 mA Power Adaptor	HSC# 15824	$2.95
Mouse Port Power "Thief"	HSC# 15825	$2.95
9V Battery Compartment	HSC# 15826	$ .79

3-D SCSI-2 Sound Card

- Mediavision **Premium 3-D** high-quality sound card
- 16-bit audio, 44.1KHz digitized stereo sound
- MPU 401 MIDI, Soundblaster compat., SRS 3-D circuitry
- Internal SCSI-2 CD-ROM port, microphone jack (mike not included), line-in, speaker jack, joystick port
- Includes driver disks, photocopied book
- OEM package (no box), 90-day warranty
- A few Wavetable add-on cards available - Call for info!

HSC#15842 **$59.95**

Bargain Video Card

- Low-end card for bargain systems
- ATI EGA Wondercard does it all: Hercules mono-graphics, CGA, EGA, RGB, low-res VGA (9-pin 640 x 480)
- New in OEM antistatic bag
- Manual, software disks included
- Perfect for low-end systems, servers, BBS, kids, etc.
- 90 day warranty - Note: price last month was wrong!

HSC# 15795 **$19.95**

Remove Your Drives!

- Make your 3.5" IDE or SCSI hard drives removeable!
- Plastic docking bay mounts in 5.25" half-height slot
- Slide-out trays can be removed, swapped, stored, etc.
- Snap-on ventilated covers protect drives, electronics
- Key-lock feature improves security
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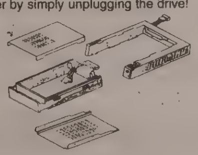
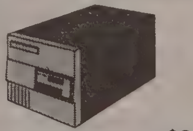


IDE Drive Docking Set	**HSC# 15819**	**$24.95**
Extra IDE Drive Tray	**HSC# 15818**	**$9.95**
SCSI Drive Docking Set	**HSC# 15820**	**$24.95**
Extra SCSI Drive Tray	**HSC# 15821**	**$9.95**

Optical Drive Jukebox Project

- Optical Drive Jukebox by International Data Engineering
- Set up for Panasonic drive, which is not included
- Changer mechanism stores and changes ten disks, and can be loaded or unloaded from front access slot
- Accepts 650MB, 1GB and 1.3GB optical disks
- SCSI Interface, software included
- Can be set up for other drives, including Maxtor, but will require fabrication of mounting brackets and alignment
- Installation manual includes alignment procedure
- Measures 12" x 12" x 18"
- New in box, 90-day warranty (if unmodified)



HSC#15773 **$295.00**

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Resources

Calendar Of Events

Conferences, Shows, Special Events

April

April 2–6 PC-Vietnam International Computing Trade Expo. Hanoi, Vietnam. Expo Corporation. Contact: Alexander Glos, (407)851-7222 or *74204.2576@compuserve.com* .

April 6 Computer Marketplace. Reno Livestock Events Center. National Productions. Contact: 1-800-800-5600.

April 6 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

April 7 Computer, Ham Radio, Electronics Swap. Las Positas College, Livermore. Livermore Amateur Radio Klub. Contact: (510)447-3857 (eve.) or (510)783-2803 (day).

April 8 The Internet And World Wide Web Information Conference. Pleasanton. Rockhurst College Continuing Education Center, Inc. Contact: 1-800-682-5078.

April 11–12 Oak Ridge Conference: New And Advanced Technology For The Clinical Laboratory. San Jose. American Association for Clinical Chemistry. Contact: 1-800-892-1400.

April 13 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

April 15–19 DB/EXPO '96. San Francisco. Blenheim NDN. Contact: 1-800-2DB-EXPO.

April 16 The Wireless Market Reality: Opportunities vs. Hype Forum. Palo Alto. Stanford/MIT Venture Lab. Contact: (415)329-0510.

April 16–18 OSF Distributed Computing Environment User And Developer Conference. San Jose. OSF. Contact: 1-800-767-2336, *ConfReg @dciexpo.com* , or *http://www.DCIexpo.com/* .

April 22–23 PAAM96—The First International Conference And Exhibition On The Practical Application Of Intelligent Agents And Multi-Agent Technology. London, UK. Contact: Al Roth, 011 44 125 335 8081, *agents@pap.com* , or *http://www.demon.co.uk/ar/PAAM96/index.html* .

APRIL 11

Networking Solutions Expo

San Jose Convention Center

Novell Northern California is proud to sponsor its annual Networking Solutions Expo. This year's special, Novell seminar highlights will focus on NetWare Mobile, ManageWise, NetWare Web Server, and GroupWise. There will also be complimentary seminars and exhibits from companies such as Adaptec, AST Computer, Attachmate, Bay Networks, Citrix Systems, DPT, Firefox, Intel, Madge Networks, Stac, Novell Platinum Resellers, Novell Authorized Third-Party Education Centers, and more. Dozens of prizes will be given throughout the day with a grand prize to be raffled at the close of the Expo. This event will take place at the San Jose Convention Center, 410 Almaden Blvd., from 8:00 am to 3:30 pm. Register by calling 1-800-440-EXPO (3976).

APRIL 16

Stanford/MIT Venture Lab Forum

Stanford University, Palo Alto

The Wireless Market Reality: Opportunities vs. Hype is the topic of the April Forum of the Stanford/MIT Venture Lab. Cylink, Inc., a provider of wireless products and Internet security products, will be presenting its views on a common business problem facing many fast-growth companies—how to select and exploit the best markets with limited resources. The Stanford/MIT Venture Laboratory is a nonprofit organization through which entrepreneurs, managers, and executives can learn about a range of business issues involved in launching a start-up company. The Forum takes place from 7:00 to 8:30 pm at Stanford's Terman Grove Auditorium. The cost is $25 if registered by telephone or mail before April 19, or $30 at the door. To register, call (415)329-0510.

NOTICE

Because of the plethora of listings received and the limited space available, we are not able to list every class offered by every educator. We try to give a representative sample when we can't fit all of a company's offerings, but please call the organizations for complete information on their classes or to receive a course catalog.

April 23–25 On Demand Digital Printing And Publishing Strategy Conference And Expo. New York. Expocon. Contact: (203)256-4700, *ondemand@expocon.com* , or *http://www.expocon.com* .

April 23–26 Folio:West Conference And Expo. Los Angeles. Folio: Magazine, Pre Magazine, MPA, WPA, ABP. Contact: 1-800-927-5007.

April 25–28 Storytelling For The New Millennium Conference. Kauai, Hawaii. Kauai Institute for Communications Media and the American Film Institute. Contact: 1-800-999-4234 or *http://www.afionline.org* .

April 29–May 1 Targeting The Online Woman Conference. Chicago. World Research Group. Contact: 1-800-647-7600.

April 29–May 3 Internet World 96 Conference And Exhibition. San Jose. Mecklermedia. Contact: 1-800-632-5537, *iwspring@mecklermedia.com* , or *http://www.iworld.com/shows* .

April 29–May 3 PCI Spring Developers' Conference And Expo. San Jose. Annabooks Conferences. Contact: 1-800-351-6000, *74117.253@compuserve.com* , or *http://www.annabooks.com* .

April 30–May 1 Infosec '96 Exhibition And Conference For Network Security Solutions. London. Network Security. Contact: 011 44 (0)181 910 7821 or *a.verhoeven@elsevier.co.uk* .

May

May 3 Multimedia Pioneers Lecture: Mark Pesce. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

May 4 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

May 5 Computer, Ham Radio, Electronics Swap. Las Positas College, Livermore. Livermore Amateur Radio Klub. Contact: (510)447-3857 (eve.) or (510)783-2803 (day).

May 6–7 5th Multimedia Law Institute Conference. Santa Monica. Business Development Associates. Contact: 1-800-394-9390.

May 9–10 Software Company Growth '96 Conference. San Francisco. Coopers & Lybrand, Disc Manufacturing, Software Success, Golden

Robert Austin Computer Shows

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May 4,1996...........Sat

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April 6, 1996.........Sat

May 11, 1996........Sat

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http://www.robertaustin.com

Calendar Of Events *continued...*

Rule Printing, KPMG Peat Marwick. Contact: Robyn or Nicole, 1-800-929-4824 ext. 684.

May 11 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

May 14–17 Community Networking '96 Conference. Taos, NM. Apple Library of Tomorrow, W.K. Kellogg Fndn., National Telecommunications and Information Admin. Contact: *http://laplaza.taos.nm.us/comnet 96.html* .

May 16–18 E3 (Electronic Entertainment Expo). Los Angeles. MHA. Contact: 1-800-315-1133 or *http://www.mha.com/e3/* .

May 20–22 1996 Silicon Valley Networking Conference. San Jose. SysTech Research. Contact: (408)293-8383 or *systech@ix.netcom. com* .

May 20–23 PC Tech Forum. Burlingame. MicroDesign Resources. Contact: 1-800-527-0288, (707)824-4001, or *http://www.chipana lyst.com* .

May 21–24 GlobalSoft Expo '96. Seattle. GlobalSoft Expo. Contact: Steve Hatch, (206)624-9743 or *rshatch@globalsoftexpo.com* .

May 25 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

Classes, Seminars, Workshops

April

April 1 Complete On-Line Novell CNA Training Class. Berkeley. Cyber State University. Contact: (510)253-TREK.

April 1–2 AutoCAD R12 Update Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 1–4 Professional AutoCAD Level 1 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 1–5 Advanced System Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 1–5 Network Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 1–5 System Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 1–10 Onyx Maintenance Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 1–May 20 Intro To Interactive Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 2 ABCs Of The Internet Class. San Francisco. MentorNet. Contact: (415)664-1091.

April 2 Digitizing Video For CD-ROM Class. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

April 2 Mac Basics I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 2 QuarkXpress I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 2–5 Ada 95 Object-Oriented Programming: Hands-On Introduction Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 2–5 Hands-On Microsoft Access Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

April 2–5 Hands-On Microsoft BackOffice Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 2–5 Intro To Datacomm And Networks Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 2–11 Hands-On Intro To The World Wide Web Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 2–16 Using CGI And Perl Class. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 2–16 Web Page Design Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 2–30 Advanced HyperCard Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 2–30 Desktop Production Intensive Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 2–May 21 Advanced Authorware Professional Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 2–May 21 From Wagner To Virtual Reality: A History Of Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 2–May 21 Overview Of Multimedia Finance And Investment Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 3–4 AutoCAD Designer Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 3–4 AutoCAD R13 Update Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 3–17 Freehand Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 3–May 22 Real World Writing For Interactive Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 4 Beginning MS Excel 5.0 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 4–5 FrameMaker5 Beginning Course—Basic Authoring Skills. Mountain View. HighSoft. Contact: (415)691-0701 ext. 283 or *jennifer@ highsoft.com* .

April 4–5 Fundamentals Of The PC For AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

April 4–5 Windows NT 3.51 Server Administration Seminar. San Francisco. Network Data Solutions. Contact: Marvin Tanner, (510)538-2630.

April 4–6 Layout Techniques For Digital PCBs Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 5 Intermediate MS Excel 5.0 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 5 & 12 CD-ROM Production Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 6 How To Access And Use Online

MarketPro Hrs. 10 am - 5 pm
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Sonoma Co. Fairgrounds
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$5.00 ADMISSION W/ FREE PARKING	July 6 & 7 Sat/Sun	**NAPA VALLEY** 575 3RD STREET, NAPA - CA 94559 For Directions Call (707) 253-4900	EXPOSITION FAIRGROUNDS
$5.00 ADMISSION W/ FREE PARKING	July 13 & 14 Sat/Sun	**HAYWARD** 22292 FOOTHILL BLVD., HAYWARD - CA 94541 For Directions Call (510) 881-1911	CENTENNIAL HALL
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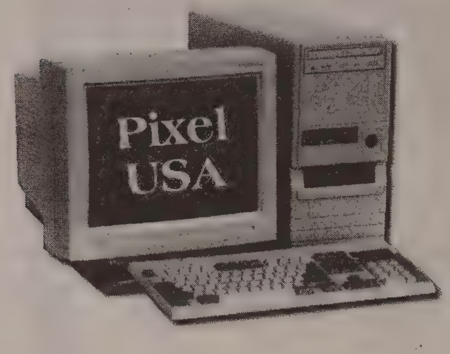

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- Window Accelerator PCI w/1Mb
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- 104 Keys Enhanced Keyboard
- Mini Tower Case w/ 230 Watts Power Supply
- Logitech Serial Mouse

586 — *Multimedia PCI*
X5-133MHz
$ 1,018

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- Floppy Drive 1.44Mb
- Hard Disk 850Mb EIDE
- Window Accelerator PCI w/1Mb
- 14" Super VGA Color Monitor (1024 x 768) .28 NI
- 104 Keys Enhanced Keyboard
- Mini Tower Case w/ 230 Watts Power Supply
- Logitec Serial Mouse
- Quad Speed 4X CD-ROM
- Sound Blaster 16-bit Sound Card
- Pair of Speakers

Pentium — *Triton Chipset*
75MHz
$ 988

- Intel Triton Chipset Motherboard
- 256Kb Cache (Pipelined Burst SRAM)
- Intel CPU P5-75MHz
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- Windows Accelerator PCI w/ 1Mb
- 14" Super VGA Color Monitor (1024 x 768) .28 NI
- 101 Keys Enhanced Keyboard
- Mini Tower Case w/ 230 Watt Power Supply
- Logitec Serial Mouse

Pentium — *Endeavor*
75MHz
$ 1,328

- Intel Endeavor Motherboard
- 256Kb Cache (Pipelined Burst Sram)
- Intel CPU P5-75MHz
- CPU Cooling kit w/ Heatsink & Fan
- 8Mb RAM Installed (72-pin)
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 1.2Gb EIDE (PIO:4)
- Diamond Stealth 64 PCI w/ 1Mb (64-bit)
- 15" Acer 56L SVGA Color Monitor (1280 x 1024) .28 NI
- Keytronic 104 Keys Enhanced Keyboard
- Mini Tower Case w/ 230 Watt Power Supply
- Microsoft Ergonomic Serial Mouse
- Quad Speed 4X CD-Rom Drive
- Sound Blaster 16-bit Sound
- Pair of Yamaha Amplified Speakers (YST-M5)

Pentium — *Atlantis*
75MHz
$ 1,458

- Intel Atlantis Motherboard
- 256Kb Cache (Pipelined Burst Sram)
- Intel CPU P5-75MHz
- CPU Cooling kit w/ Heatsink & Fan
- 8Mb RAM Installed (72-pin)
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 1.2Gb EIDE (PIO:4)
- ATI Graphic Mach 64 PCI w/ 1Mb Dram (64-bit)
- 15" Acer 56L SVGA Color Monitor (1280 x 1024) .28 NI
- Keytronic 104 Keys Enhanced Keyboard
- Mini Tower Case w/ 230 Watt Power Supply
- Microsoft Ergonomic Serial Mouse
- Quad Speed 4X CD-Rom Drive
- Crystal 16-bit Sound
- Pair of Yamaha Amplified Speakers (YST-M5)
- Windows 95 CD-ROM *Pre-Loaded* Full Version

Pentium — *Best Buy*
75MHz
$ 1,718

- Intel Triton Chipset (Free Computer Tech)
- 256Kb Cache (Pipelined Burst Sram)
- Intel CPU P5-75MHz
- CPU Cooling kit w/ Heatsink & Fan
- 16Mb RAM Installed (72-pin)
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 1.6Gb EIDE (PIO:4)
- Diamond Stealth 64 PCI w/ 2Mb Dram (64-bit)
- 15" Acer 56L SVGA Color Monitor (1280 x 1024) .28 NI
- Keytronic 104 Keys Enhanced Keyboard
- Super Mini Tower Case w/ 230 Watt Power Supply
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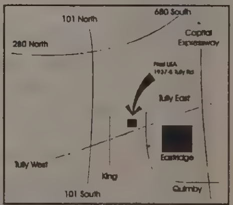

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P55CMN P5 w/512Kb P5-75—>200MHz	$248
P55T2S P5 w/256Kb P5-75--->200MHz	$Call
P6DOF Dual Pentium Pro w/ 256Kb P5-150--->200MHz	$Call

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2 floppy & enhanced IDE ports & 256kb Cache
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Zappa P5-75--->133	$188
Endeavor P5-75--->133 PipeLined Burst	$198
Endeavor P5-75—>133 PipeLined Burst + Sound Card	$238
Atlantic P5-75—>133 PipeLined + Video + Sound Card	$328

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Stealth 64 Video 2001 Series PCI w/2Mb (S3-765)	$148
Stealth 64 Video VRAM PCI w/2Mb (S3-968)	$248
Stealth 64 Video VRAM PCI w/4Mb (S3-968)	$378
Edge 3D DRAM 1Mb PCI	$198
Edge 3D DRAM 2Mb PCI	$228
Edge 3D VRAM 2Mb PCI	$298
Edge 3D VRAM 4Mb PCI	$448
Other	$Call

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Kelvin 64 EZ w/1Mb	$68
Kelvin 64 VLB w/1Mb	$78
Kelvin 64 PCI w/1Mb	$88

SPiDER Graphics, Inc.

32+ VLB w/1Mb (CL-5428)	$78
256 Cache VLB w/1Mb (C&T 64300)	$78
Lyxn 64 PCI w/1Mb	$68
Lyxn 64 PCI w/2Mb	$98
Tarantula Lite PCI w/1Mb (S3-732)	$78
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Other	$Call

Hercules

Dynamite Stinggray VLB w/1Mb (Retail Box)	$68
Dynamite Graphic Power VLB w/2Mb VRAM (Retail Box)	$98

matrox

MGA Millenium PCI 2Mb (Retail Box)	$318
MGA Millenium PCI 4Mb (Retail Box)	$438

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9FX Motion 330 PCI w/1Mb (Retail Box)	$128
9FX Motion 330 PCI w/ 2Mb (Retail Box)	$168
9FX Motion 531 PCI w/1Mb (Retail Box)	$168
9FX Motion 531 PCI w/2Mb (Retail Box)	$208
9FX Motion 771 PCI w/2Mb (Retail Box)	$268
9FX Motion 771 PCI w/4Mb	$398
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14" 34T (1024 x 768) .28 NI	$238
15" 56L (1280x1024) .28 NI	$358
17" 76I (1280 x 1024) .28 NI	$618

NEC

15" NEC XV15 (1280 x 1024) .28 Glossy Screen	$478
17" NEC XV17+ (1280 X 1024) .28 NI OptiClear Screen	$818
17" NEC XP17 (1280 X 1024) .28 NI OptiClear Screen	$998
21" NEC XE21 (1280 X 1024) .28 NI	$Call
21" NEC XP21 (1600 X 1200) .28 NI	$Call

SONY.

15" Sony 15SF-2	$478
17" Sony 17SF-2	$848
20" Sony 20SF-2	$1,718

MAG INNOVISION

17" DX17-95 (1280 x 1024) .28 NI	$668
17" DX17-T (1280 x 1024) .26 NI	$768
17" MX21F (1600 X 1280) .26 NI	$1,638

ViewSonic®

15" 15GS (1280 x 1024) .27	$438
17" 17EA (1280 x 1028) .28	$648
17" 17GS (1280 x 1024) .27	$688
17" 17PS (1600 x 1280) .25	$848
20" 20G (1600 x 1280) .28	$1,198
21" 21PS (1600 x 1280) .25	$1,598
Other	$Call

INTERFACE CARDS

Parallel Card	$8
AT I/O 2s (16,450 UARTS), 1p, 1g	$13
Kowel AT I/O 2s (16,550 UARTS), 1p, 1g	$35
IDE ISA 2HD, 2FD, 2s, 1p, 1g	$13
Tyan 1346 IDE VLB 4HD, 2FD, 2s, 1p, 1g (16,550)	$23
Tyan 1342 IDE VLB 4HD, 4FD, 2s, 1p, 1g (16,550)	$38
Promise EIDE 2300 Plus VLB 4HD, 2FD, 2s, 1p, 1g (16,550)	$38
Buslogic BT-930C Flash Point PCI SCSI-2 w/kit (Retail Box)	$143
Buslogic BT-946C PCI SCSI-2 w/kit (Retail Box)	$178
Western Digital 7197RTL PCI Wide SCSI (Retail Box)	$288

DATA TECHNOLOGY CORPORATION

2280E EIDE ISA 2HD & 2FD 2s (16,550), 1p, 1g	$23
2278D EIDE VLB 4HD & 2FD 2s, 1p, 1g	$18
2278E EIDE VLB 4HD & 2FD 2s, 1p, 1g (16,550)	$28
2278EB EIDE VLB 4HD & 2FD 2s, 1p, 1g (w/BIOS)	$38
Other	$Call

adaptec

Total Connect 1515 w/kit (Retail Box)	$85
2920 PCI SCSI-2 w/kit (Retail Box)	$138
2940 PCI SCSI-2 w/kit (OEM)	$188
2940 PCI SCSI-2 w/kit (Retail Box)	$248
2940W PCI Fast Wide SCSI w/kit (Retail Box)	$298
3940 PCI Multichannel SCSI on Single PCI card	$398
3940W PCI Multichannel SCSI on Single PCI card	$478
Other	$Call

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850MB EIDE PIO:4 (CFS-850A)	$183
1.08GB EIDE PIO.4 (CFS-1081A)	$198
1.2GB EIDE PIO:4 (CFS-1275A)	$218
1.6GB EIDE PIO:4 (CFS-1621A)	$258

WESTERN DIGITAL

850Mb EIDE 10ms (WD-2850) PIO:3	$188
1.0Gb EIDE 11ms (WD-21000) PIO:4	$218
1.2Gb EIDE 10ms (WD-21200) PIO:3	$228
1.6Gb EIDE 10ms (WD-31600) PIO:4	$288

Maxtor®

1.05GB EIDE 12ms (71050A) PIO:3	$198
1.6GB EIDE 12ms (71626A) PIO:4	$258
2.0GB EIDE 12ms (72004A) PIO:4	$298

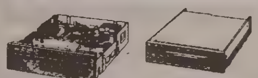
HEWLETT® PACKARD

1.6GB EIDE 12ms (HP-5271A)	$278
2.1GB SCSI-II 8.9ms (HP-3725S)	$498

Quantum®

850MB EIDE 12ms PIO:4 (TR-85A351)	$183
1.2GB EIDE 12ms PIO:4 (QM-31280FBA)	$228

FLOPPY DRIVES



1.44Mb (Mitsumi)	$23
1.44Mb (TEAC) White	$26
1.44Mb (TEAC) Black	$33
1.2Mb (Panasonic)	$30
1.2Mb (TEAC) White	$38
1.2Mb (TEAC) Black	$43
1.2MB & 1.44MB Combo (TEAC)	$88

CD-ROM DRIVE

4X (IDE)	$58
6X (IDE)	$93
Toshiba 4X 5402B (IDE)	$68
Toshiba 6X 5522 (IDE)	$118
Teac 56E 6X (IDE)	$138
Sony 4X SCSI-2	$138
Toshiba 5401B 4X SCSI-2	$138
Toshiba 7301B 6X SCSI-2	$238

HEWLETT® PACKARD

HP SureTore CD-Writer 4020i	$958

KEYBOARDS

Mitsumi 104 Enhanced Keys	$15
Keytronic 104 Enhanced Keys (Windows 95)	$23
Acer 101 Enhanced Keys Click	$25
Focus 2004 101 Enhanced Keys (Windows 95)	$33
Focus P9000 Click w/ Calculator	$40
Microsoft Natural	$58

YAMAHA

Yamaha 3W (YST-M5)	$38
Yamaha 10W (YST-M10)	$68
Yamaha 25W (YST-MSW10) Subwoffer + YST-M5	$168
Yamaha 25W (YST-SS1010) Subwoffer + YST-M10	$218

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Modem & Fax 28.8 V.34 (internal)	$98
Supra Express 28.8 V.34 w/Voice P&P (internal)	$128

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Sporter Modem VI & Fax 28.8 V.34 w/Voice (Internal)	$208
Sporter Modem VI & Fax 28.8 V.34 w/Voice (External)	$228

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Dexxa Serial	$13
MouseMan Serial	$18
First Serial (Retail Box)	$23
First TrackBall Serial (Retail Box)	$43
TrackMan Combo Serial (Retail Box)	$58
CyberMan 3D Controller (Retail Box)	$48
WingMan Joystick (Retail Box)	$26
WingMan Joystick Extreme (Retail Box)	$43

Microsoft®

Microsoft Serial Mouse (Ergonomic) OEM w/system	$23
Microsoft Serial Mouse (Ergonomic) Retail Box	$38

ACCESSORIES

Colorado 350Mb Tape Back-up (Retail Box)	$88
Conner 420Mb Tape Back-up (Retail Box)	$128
Conner 800Mb Tape Back-up (Retail Box)	$158
Conner 1.7GB Tape Back-up (Retail Box)	$198
Conner 3.2GB Tape Back-up (Retail Box)	$268
CPU Cooling Kit w/heatsink & fan (All Pentium)	$4
486 CPU Cooling kit heatsink & fan (Ball Bearing)	$8
P5 CPU Cooling Kit heatsink & fan (Ball Bearing)	$13
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Speaker EAB401P Panasonic	$48
Speaker EAB710P Panasonic	$88
MS-DOS 6.22 Full Version w/ system only	$35
Windows 3.11 Full Version w/ system only	$45
Windows 3.11 for workgroup Full Version w/ system only	$65
Windows 95 (CD-ROM) Full Version w/ system only	$98

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Sound Blaster Value IDE 32 P & P (Retail Box)	$158
Sound Blaster AWE 32 P & P (Retail Box)	$228
Phone Blaster w/ speaker (Retail Box)	$188
Sound Blaster Value CD 4X (Retail Box)	$268
Sound Blaster Discovery CD 4X P&P (Retail Box)	$298
Sound Blaster Performance 6X	$388
Other	$Call

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External Half-Height IDE Case (3.5") with 40 Watts	$88
External Half-Height SCSI Case (5.2.5") with 40 Watts	$58
External Full-Height SCSI Case (5.25") with 65 Watts	$88
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Mid tower Case + 230 watts P.S	$58
Full Tower Case + 250 watts P.S	$78
Super File Tower Case + 300 watts P.S (2 Fans)	$158
Diablo Super Full Tower Case + 250 watts P.S (Quite Fan)	$128
Diablo Super Mini Tower Case + 250 watts P.S (Quite Fan)	$88
Diablo DeskTop AT Case + 250 watts P.S (Quite Fan)	$88

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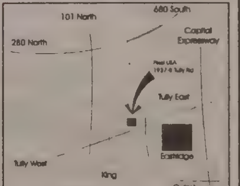

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Calendar Of Events *continued...*

Computer Databases Class. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 6 Intro To Macintosh Class. Berkeley. Kala Institute. Contact: (510)549-2977.

April 6 Mac Maintenance Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 6 The Internet, What Is It? Class. Oakland. UC Berkeley Extension. Contact: (510)642-4111.

April 7 ABCs Of The Internet Class. San Francisco. MentorNet. Contact: (415)664-1091.

April 8 Complete On-Line Novell CNE Training Class. Berkeley. Cyber State University. Contact: (510)253-TREK.

April 8–11 Autodesk 3D Studio Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 8–11 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 8–12 Intro To IRIX Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 8–12 Network Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 8–12 System Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 8–15 Basic HTML Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 8–15 Publishing On The World Wide Web Class. San Francisco. Media Alliance. Contact: (415)469-8271.

April 8–22 Do-It-Yourself Design Workshop For Making Web Home Pages. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 8–22 Infini-D Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 9 Intro To Computers Class. San Mateo. Kindly Computer. Contact: (415)508-0354.

April 9 Mac Basics II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 9 QuarkXpress II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 9–12 Advanced PC Configuration, Troubleshooting, And Data Recovery Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 9–12 Distributing Data In Client/Server Systems Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 9–12 Elementary AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

April 9–12 Hands-On Microsoft Access Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 9–12 Hands-On Visual Basic 4 For Enterprise Applications Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 9–12 Hands-On Windows Programming Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

April 9–12 PC Networking Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 9–May 14 Intro To QuarkXPress Class. Berkeley. Kala Institute. Contact: (510)549-2977.

April 10 Using The Internet Part 4, Search Strategies Class. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

April 10–12 Avid: Intro To Media Composer Class. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

April 10–24 Hands-On Internet Class. San Francisco. San Francisco Digital Media Center and The Well. Contact: (415)824-9394.

April 10–May 11 Electronic Post-Production For Independent Film, Video, And Multimedia Makers Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 10–May 22 Intro To Multimedia Sound Design And Production Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 10–May 22 Intro To Networked Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 11 Adobe Illustrator I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 11 Beginning MS Access 2.0 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 11 Mac Basics I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 11 Teknofemme Salon. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 11–12 HTML And Internet Publishing Class. Cupertino. Passage Systems Inc. Contact: (408)366-0300.

April 11–May 9 Photoshop Intensive Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 12 Intermediate MS Access 2.0 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 12–14 Home Movies Intensive Workshop. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 12–20 From Photoshop To Photo-Etching Class. Berkeley. Kala Institute. Contact: (510)549-2977.

April 13 Create Your Own Web Page Class. San Francisco. MentorNet. Contact: (415)664-1091.

April 13 & 20 Interactive Electronic Commerce Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 13–28 mTropolis Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 15 ABCs Of The Internet Class. San Francisco. MentorNet. Contact: (415)664-1091.

April 15 Complete On-Line Novell CNA Training Class. Berkeley. Cyber State University. Contact: (510)253-TREK.

April 15 Internet 202: A Hands-On How-To Search The Internet Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

April 15 Internet 303: A Hands-On Intro To Hypertext Markup Language Authoring Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

April 15–17 Advanced Animation With Autodesk 3D Studio Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 15–19 Advanced System Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 15–19 Open GL Programming 1 Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 15–19 System Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 15–19 The Serious SGML Course. Cupertino. Passage Systems Inc. Contact: (408)366-0300.

April 15–29 Advanced Fractal Painter Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 15–29 Illustrator Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 16 Microsoft Excel I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 16 PageMaker I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 16 Word 6.0 Transition Class. San Mateo. Kindly Computer. Contact: (415)508-0354.

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Digiboard PC IMAC/4-1	$633
Digiboard Enet ISDN Bridge	$1078
IBM 7845 NT1 Extended	$335
IBM WaveRunner (fax/modem)	$489
Ascend Pipeline 25	$750
Ascend Pipeline 50	$1299
Ascend MAX 1800U	$6549
Motorola Bitsurfer	$285
Motorola Bitsurfer Pro	$375
Motorola NT1D	$185
Motorola UTA220 TA w/NT1	$795

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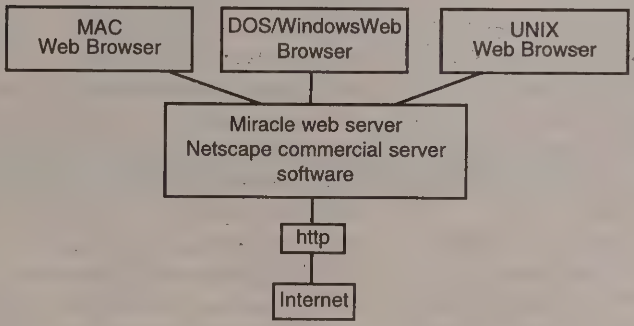

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Calendar Of Events *continued...*

April 16–19 C Advanced Programming: Techniques And Data Structures Workshop. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 16–19 Hands-On PowerBuilder Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

April 16–19 Hands-On Windows Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

April 16–19 Implementing High-Performance Cabling Systems Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

April 16–19 Intermediate AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

April 16–19 Intro To Client/Server Computing Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 16–May 21 Advanced 3D Animation On The Mac Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 16–May 21 Advanced Concepts In Photoshop Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 17 FrameMaker5 Intermediate Course. Mountain View. HighSoft. Contact: (415)691-0701 ext. 283 or *jennifer@highsoft.com* .

April 17 QuarkXPress I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 17 The Essential CORBA Presentation By Tom Mowbray. San Jose. Computer Literacy Bookshop. Contact: (408)435-1118 or *http://www.clbooks.com/* .

April 17 The Net For Small Businesses And Non-Profits Class. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 17–19 Avid: Intro To Media Composer Class. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

April 17–21 Advanced QuickTime Post Production Class. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

April 18 Adobe Illustrator II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 18 Mac Basics II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 18 MS DOS 6.2 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 18–20 PCB Design For Analog And RF Circuits Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 18–28 Hi-8 To QuickTime Class. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

April 18–May 9 Autodesk 3D Studio Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 18–May 23 Applied Audio Production For Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 18–May 23 Intro To Visual Basic For Multimedia Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 19 Microsoft Word II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 19 MS Windows 3.1 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 19–20 Windows 95 And Netware 4.1 Administration Seminar. San Francisco. Network Data Solutions. Contact: Marvin Tanner, (510)538-2630.

April 20 Adobe Illustrator III Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 20 Business Resources On The Internet Class. Berkeley. UC Berkeley Extension. Contact: (510)642-4111.

April 20 Doing Business On The Internet Free Seminar. San Francisco. Network Data Solutions. Contact: (510)780-0242.

April 20 Networking Windows 95 And Windows NT Free Seminar. San Francisco. Network Data Solutions. Contact: (510)780-0242.

April 20 Using The Internet Part 4, Search Strategies Class. Berkeley. UC Berkeley Extension. Contact: (510)642-4111.

April 20–21 Excel 5.0 Intensive Class. San Mateo. Kindly Computer. Contact: (415)508-0354.

April 21 Exploring The Internet: A Live Demo. San Francisco. Media Alliance. Contact: (415)546-6491.

April 21–May 5 Photoshop Intensive Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 22 Adobe Illustrator I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 22 FileMaker Pro I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 22–26 Intro To IRIX Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 22–26 Network Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 22–May 1 Onyx Maintenance Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 22–May 20 Advanced Design And Authoring For The World Wide Web Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 22–May 20 Object-Oriented Programming In Director Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 22–May 20 The World Wide Web And Its Browsers Class. Atherton. UC Berkeley Extension. Contact: (510)642-4111.

April 22–May 20 The World Wide Web And Its Browsers Class. San Ramon. UC Berkeley Extension. Contact: (510)642-4111.

April 23 Getting Started In Multimedia Training Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 23 Microsoft Excel II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 23 PageMaker II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 23–26 C Programming Hands-On Workshop. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

April 23–26 Multivendor Networking Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 23–26 Windows NT Workstation And Server: A Comprehensive Hands-On Workshop. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 23–30 Breaking The Code: Advanced Graphic Design On The Web Class. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 23–May 7 Fractal Design Painter Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 24 QuarkXpress II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 24–26 HyTime Course. Cupertino. Passage Systems Inc. Contact: (408)366-0300.

April 24–May 8 Freehand Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 24–May 15 Video Game Animation Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242.

April 25 Beginning MS Word 6.0 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 25 Intro To The Web Class. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

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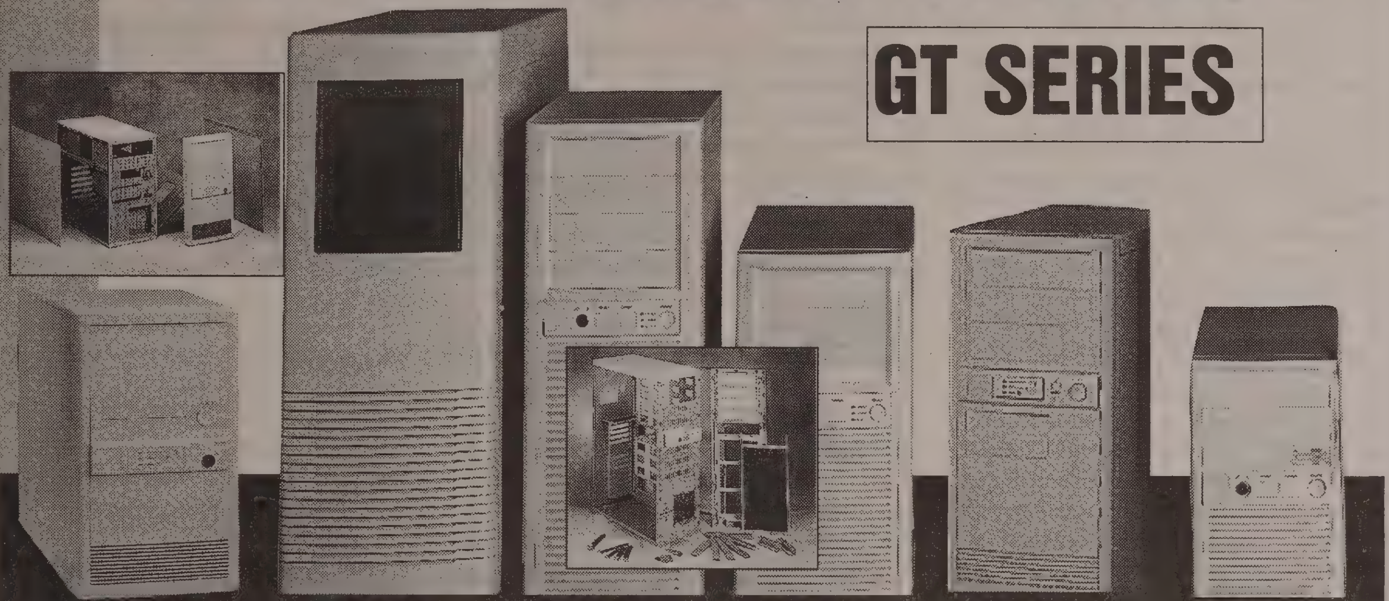

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486DX4-120/256K	$68	$140	$590	$700
5X-133/256K	$68	$150	$600	$710
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Calendar Of Events *continued...*

April 25 System 7 Workshop. San Francisco. Media Alliance. Contact: (415)546-6491.

April 25–26 Avid: Media Composer—Integrating Third-Party Graphics Class. San Francisco. Bay Area Video Coalition. Contact: (415)861-3282.

April 26 Intermediate MS Word 6.0 Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 26 Mac Basics I Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 26 The Electric Word, The Internet For The Literary Community Class. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

April 27 Digital Storytelling: Personal Stories On The Web Class. San Francisco. San Francisco Digital Media Center. Contact: (415)824-9394.

April 27 QuarkXPress III Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 27 Word 6.0 Class. San Mateo. Kindly Computer. Contact: (415)508-0354.

April 27–28 Creating Interactive Animation In HyperCard For Beginners Class. Berkeley. Kala Institute. Contact: (510)549-2977.

April 27–28 Using The Internet Part 5, Creating Home Pages For The World Wide Web Class. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

April 29 Adobe Illustrator II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 29 FileMaker Pro II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

April 29–May 1 Designing Electronic Communities Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

April 29–May 3 Advanced System Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

April 30 America Online And The Internet Class. San Mateo. Kindly Computer. Contact: (415)508-0354.

April 30–May 3 Hands-On PC Configuration And Troubleshooting Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 30–May 3 Hands-On Windows 95 Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

April 30–May 3 Hands-On X Window System Programming Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 30–May 3 Local Area Networks: Implementation And Configuration Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 30–May 3 Wireless Networks Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

April 30–May 7 Intro To Desktop Production Class. San Francisco. Media Alliance. Contact: (415)546-6491.

May

May 1–2 Troubleshooting And Maintenance Of IBM PCs And Compatibles Seminar. San Jose. SkillPath Seminars. Contact: 1-800-873-7545 or *skillpath@mcimail.com* .

May 2 Basics Of Local Area Networks Free Seminar. Hayward. Network Data Solutions. Contact: (510)780-0242.

May 2 Mac Maintenance Class. San Francisco. Media Alliance. Contact: (415)546-6491.

May 2–23 Intro To QuickTime VR Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

May 3 Mac Basics II Class. San Francisco. Media Alliance. Contact: (415)546-6491.

May 4–11 Basic HTML Class. San Francisco. Media Alliance. Contact: (415)546-6491.

May 4–11 Publishing On The World Wide Web Class. San Francisco. Media Alliance. Contact: (415)469-8271.

May 4–18 Getting Started With Macromedia Director Class. San Francisco. SFSU Extended Education. Contact: (415)904-7700 or *http://msp.sfsu.edu* .

May 4–5 Basic Word Processing On Macintosh Class. Berkeley. Kala Institute. Contact: (510)549-2977.

May 6 Developing Real-Time, Low-Cost, Client/Server Applications With Microsoft Visual Basic, Access, And MS SQL Free Seminar. Hayward. Network Data Solutions. Contact: (510)780-0242.

May 6–7 Troubleshooting And Maintenance Of IBM PCs And Compatibles Seminar. Oakland. SkillPath Seminars. Contact: 1-800-873-7545 or *skillpath@mcimail.com* .

May 6–10 Network Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

May 6–10 Open GL Programming 1 Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

May 6–10 Oracle7 For Database Administrators Hands-On Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 7–10 Client/Server Applications: A Hands-On Development Workshop. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 7–10 Client/Server Systems: Analysis And Design. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 7–10 Integrating Microsoft Office Applications Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

May 7–10 Network Planning, Support, And Management Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

May 7–10 Relational Databases: Design, Tools, And Techniques Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 8–9 Using The Internet Part 5, Creating Home Pages For The World Wide Web Class. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

May 9 Internet 101: An Introduction And Overview Of The Internet For Beginners And The Curious Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

May 9 TCP/IP And Windows 95 Solutions Free

continued on page 348

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Phosphor BBS. (408)259-0369, (510)794-6401. 8-N-1, 24 hrs., 14,400. Desiring something original? Try a friendly chat board! Free trial! Sysop: JoAnn. [Exp. #149.]

408

albatross! Online Services. (408)295-3949. 8-N-1, 24 hrs., 2400–14,400. Extensive message networks, national interBBS gaming, latest shareware! Free/fee. Sysop: Christopher Reimer. [Exp. #151.]

Angst BBS. (408)684-1514. 8-N-1, 24 hrs., up to 14,400. Santa Cruz happenings, psych/medical, Internet, email, Usenet. Voice support 688-6002. Sysop: Cameron Jackson. [Exp. #149.]

Citizen's BBS. (408)720-8520. 8-N-1, 24 hrs., 14,400. Learn the difference between state and federal citizenship. Files/messages. Free/pay. Sysop: Gary Dunn. [Exp. #150.]

Cyberplay BBS. (408) 975-0100, WWW: *http://www.cyberplay.com/* . 24 hrs., 14,400. Multiplayer games, shareware. Brand new and free!!! Sysop: Kip Barnard. [Exp. #151.]

Daddy & Me, Your Virtual World. (408)354-9602. 24 hrs., 28,800. Two lines. Mac/ PC, games, Internet, OneNet, jobs. All free. [Exp. #151.]

Dalik's Dungeon. (408) 263-4584. 33,600. Free games! Free files! Free messages! Running WWIV. [Exp. #151.]

EasyAccess Information Systems. (408)523-5810. 8-N-1, 24 hrs., up to 28,800. Free Internet access provider supported by commercial advertising. Windows only. [Exp. #150.]

El Observador. (408)372-9054, 372-1108; WWW: *http://www.elobservador.com/eol* . 14,400. Free Inter-net/Usenet. Text, humor, literature, rants, coffee, UFOs, and more. [Exp. #149.]

Escape To Other Worlds BBS. (408)956-1750. 28,800. Four lines. Online matchmaking, chat, Internet, RIME, Fido, shareware, 2GB. [Exp. #149.]

Exodus/BDPA BBS. (408) 654-8911. 8-N-1, 28,800. EXODUS Newsmagazine + Black Data Processing Associates. BDPANet/Afronet/Internet email. Free trial. Sysop: Willie Mackey. [Exp. #149.]

Hot Gecko BBS. (408)374-6750. 24 hrs., 9600–28,800. 30,000+ adult graphic files, 25,000+ shareware files (DOS, Windows, OS/2), games. Free trial. [Exp. #149.]

Legal Consultations BBS. (408)292-7272. 8-N-1, 24 hrs., 14,400. Obtain legal consultation, advice, service, at your convenience. [Exp. #149.]

LINCS-BBS. (408)727-7227. 8-N-1, up to 14,400. Special needs—national resource directory, Internet mail, Usenet, directory searches, more. Sysop: Trudy Grable. [Exp. #150.]

Matrix Online Service. (408)378-6588. Messages, files, games. CatNet, eXXXstacyNet, LUST!NET, new files daily. Sysop: Darryl Perry. [Exp. #149.]

Meating Place BBS. (408)926-6174. 24 hrs., 14,400/28,800. 10 lines. Gay/Bi, adult, email, chat, MatchMaker, GIFs, XXX stories. System password: MICRO. [Exp. #151.]

Mountain Retreat BBS. (408)335-4595. 24 hrs., 28,800. 800+ FidoNet areas, 25,000+ files, Turbo Pascal is the specialty. Sysop: John Jamieson. [Exp. #150.]

Paradise OnLine. (408) 227-9822. 24 hrs., 28,800. Multiline. 30,000+ DOS, Windows, games, adult files. Internet email. Free trial. Sysop: Jim Reed. [Exp. #151.]

VidGam2 BBS. (408)744-9194. 28,800. Adult, DOS/Win/Win95/OS2, free Internet newsgroups, email, FTP-mail, Fido. Sysop: Marcelo Hassmer. [Exp. #151.]

415

A Family Bulletin Board. (415)459-6094. 24 hrs., 2400–14,400. Free files, downloads, investments, financial, Internet email, newsgroups, WWW. Free/fee. [Exp. #150.]

Bay Window BBS. (415) 871-0359. 24 hrs. DOS, Windows, games, utilities, email. No GIFs or handles allowed. Sysop: Judy. [Exp. #149.]

BayBytes BBS. (415)327-2098. 24 hrs., 2400–28,800. Telnet, FTP, Finger, newsgroups, I-link, Doom, Descent, Heretic, free trial period. [Exp. #149.]

Breaking Bay BBS. (415) 566-0385. 24 hrs., 300–14,400. NoCal's SCUBA NET supporting SCUBA diving and underwater photography, three CD-ROMs. Free. Sysop: Charlie Eng. [Exp. #149.]

Club 21 BBS. (415)386-2185. 8-N-1, 2400–14,400. Free personals, adult graphics, national Match Maker, women free. Str/les/gay. [Exp. #149.]

Computer Recycling Center. (415)428-3702. 24 hrs., 9600. Dedicated to educational games and programs for all ages. [Exp. #149.]

Dark Side Of The Moon. (415)348-1831. 24 hrs., 14,400. All kinds of files, three CD-ROMs, many door games (including LORD). [Exp. #149.]

DeskTop Publisher BBS. (415)856-2771. 24 hrs., 28,800. Serving writers, desktop publishers, communication interests. Shareware, utilities, messages. Free. Sysop: Freeman Bradford. [Exp. #150.]

Flying High BBS. (415) 467-2303. 24 hrs., 14,400– 28,800. Gay/straight XXX, games, LORD, 18+ verification for adult access. Free. [Exp. #150.]

Games & Stuff. (415) 369-1110. 8-N-1, 2400–28,800. Internet, email, newsgroups. 20,000+ games, GIFs, utils for DOS. Free/pay. Sysop: Paul Langston. [Exp. #149.]

Golden Gate Computer Society BBS. (415)457-2516. 24 hrs., 14,400. Four lines, 2GB/files, 30 min/day free. ILink, Cal.Link, Usenet, Internet email: $24/year. [Exp. #149.]

Hopper's BBS. (415) 749-1254. 8-N-1, 24 hrs., 300–28,800. 30 file areas, doors, conferences. Cool screens, friendly sysop. Free trial. [Exp. #151.]

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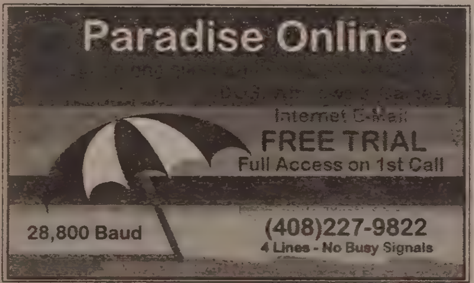
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300–28,800. PC and compatibles, shareware, utils., GIFs, CD-ROM, 13,000 files. Fee. [Exp. #151.]

Imaginarium BBS. (415) 365-6721. The most LORD add-ons! Files, messages, doors, and more! Free!! Sysop: Lysergic Acid. [Exp. #151.]

Kewl! BBS. (415)592-8520. 24 hrs., 2400–28,800. Games, files, forums, polls, Action teleconference, Internet chat and email, WorldGroup. [Exp. #150.]

San Francisco Online. (415)673-8334. 24 hrs., 14,400. PC/Windows. Adult straight/gay/les/TG. Files, multimedia. Free Internet email. [Exp. #151.]

Senior Information Online. (415)697-0520. 8-N-1, 24 hrs., up to 14,400. Info on senior resources, health care, housing issues, discussions. Free. [Exp. #151.]

TamTech BBS. (415)759-5529. 8-N-1, 24 hrs., 2400– 14,400. New BBS dedicated to quality shareware files for IBM compatibles. Free. [Exp. #150.]

T.L.C. (415)826-2116. 8-N-1, 24 hrs., 28,800. Infertility, messages, doors, chat, files, Pink Floyd, Internet soon! Trial. [Exp. #151.]

Ultimate Force. (415) 441-1120. 8-N-1, 24 hrs., 1200–19,200. Online games, message bases, files, network/comlink, adult access. Free/pay. [Exp. #151.]

VidGame BBS. (415)742-6486, 369-7356. 28,800. Nine nodes. Adult files; 1000s utils.; Internet newsgroups, email; Fido; more. Sysop: George Hassmer. [Exp. #151.]

510

Albatross! Gardening Club. (510)449-8750. 8-N-1, 24 hrs., 28,800. IBM files, DOS/Windows utilities, shareware, five online games, MVP Software, more. Sysop: Paul George. [Exp. #151.]

Amiga Addicts Anonymous BBS. (510)680-2850. 24 hrs., 1200–14,400. Amiga files only. Free. Sysop: Stanley Poland. [Exp. #150.]

Cat's Meow BBS. (510) 471-0603. 24 hrs., up to 14,400. Local and Fido, adult, Doom, medical, parenting, pets, movie reviews. Free. Sysop: Jim Rawlings. [Exp. #150.]

Dr Jack's Thing. (510) 689-4022. 8-N-1, 24 hrs., 28,800. Adult GIFs including Asian, 25,000+ files, free email, games, much more! [Exp. #149.]

Ether Room. (510)228-2843. 8-N-1, 24 hrs., 28,800. All your questions answered, all your dreams fulfilled. MatchMaker, NIRVANAnet. Free. [Exp. #149.]

GAME ZONE bbs. (510) 785-4263. 24 hrs., 28,800. Online games, hundreds of games for downloading. Call-back verifier. Free. [Exp. #151.]

Gold Diggers BBS. (510) 568-7807,,,25,25. 24 hrs., 2400–28,800. RIP SLBBS, files, online games, messages, all CPUs welcome. $10/year. Sysop: Harry Goldberg. [Exp. #150.]

K 3 & Co.'s Over The Wire Resumes. (510) 370-3719. Free resume listing. Free job hotlines, job resources, and more. [Exp. #150.]

Krystal Dreams BBS. (510) 783-7261. 8-N-1, 24 hrs. It's still free, no fees. Just maintain your file ratios. [Exp. #154.]

LiverGulch BBS. (510) 606-9846. 24 hrs., 28,800. Now with full Internet access! Science, technology, NASA GIFs, Windows shareware. Sysop: Ken Marsh. [Exp. #151.]

MaDDog Sports BBS. (510) 895-8089, 483-0203. 24 hrs., 2400–28,800. 20 CD-ROMs, games, FidoNet, sports direct from Planet Connect, more. [Exp. #151.]

Mike's Mess. (510)753-5869. 8-N-1, 24 hrs., 2400–14,400. VGA Planets, LORD, Falcon's Eye, two CD-ROMs, 5GB files, more. [Exp. #151.]

Moose's Den BBS. (510) 656-3720. 8-N-1, 24 hrs., 1200–33,600. Fido/ RIME, door games, CD-ROM of online shareware. Free. Sysop: Rick Johnson. [Exp. #151.]

New-Ark BBS. (510)796-0947. 24 hrs., 14,400. CD-ROM files. About to become multimedia, so join in. Free. [Exp. #150.]

Pleasant BBS! (510)689-0519,,22. 24 hrs., 2400–28,800. Most new GIFs, games, shareware, adult files, more. Very friendly sysop. Free/fees. [Exp. #149.]

$tar Net BBS. (510)893-9341. M–F: 24 hrs., Sat–Sun: 10:00 am–12:00 pm, 28,800. Multimedia (requires GUI client); pics: Asian, JapAnimation, adult files; CD-ROMs. Free/fee. [Exp. #150.]

VidGame BBS. (510)601-0771. 28,800. Nine nodes. Adult files; 1000s utils.; Internet newsgroups, email; Fido; more. Sysop: George Hassmer. [Exp. #151.]

VisionBytes! (510)355-0968. 28,800. Vision, health care. Windows 95, Quarter-deck support. ASP, Apogee, Epic, FidoNet, Internet email. Free!! [Exp. #151.]

Windows OnLine. (510) 736-8343, telnet: 199.3.100.146, WWW: *http://www.cris.com/wol* . 8-N-1, 24 hrs., 28,800. Largest Windows BBS. Free limited trial. [Exp. #151.]

Wishing Well BBS. (510) 745-7901. 1200–28,800. 95+ online doors, adult files, LORD, many IGMs. Free access level. Sysop: MaryLou White. [Exp. #151.]

World's Friendliest BBS. (510)432-7802.. 24 hrs. Family BBS. No porno. DOS shareware and email. Free Sysop: Doyle Goodman. [Exp. #151.]

WORLDVIEW-BBS.COM. (510)676-2919. 24 hrs., 28,800. Internet, Web pages, email, newsgroups, conferences, chat, Mac/ Windows files. Free/fee. [Exp. #150.]

707

Zephyr—The CyberExpress. (707)421-1500. 8-N-1, 24 hrs., 2400–28,800. Excalibur BBS w/full Internet, 40,000 files, jukebox, more. Free/ fee. Sysop: John Zimmerman. [Exp. #151.]

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Web Page Listings, beginning on page 144.
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USER GROUPS

AMIGA

AGA Flyers. Meetings: 7th of each month, 7:00 pm, 236 Waller St., San Francisco. We are Video Flyer, Lightwave, Imagine, ShapeShifter, and Amiga geeks! Contact: Corky Engel, (415)431-9111. [Exp. #154.]

AWEST—Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415)474-1164. [Exp. #153.]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat. (except Nov.), 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Contact: Randy Abel, (408)356-9405 or *rabel1@cup.portal.com*; or Warren Burnham, (408)252-3406. [Exp. #153.]

ATARI

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp. #151.]

CAD

BMUG Mac CAD SIG. Meetings: last Tues., 6:00 pm, San Francisco Apple Office, One Bush St., 10th Fl. (at Market St.). Presentations, demonstrations. Free. Call: Steve Lukrofka, (415)931-8866 or *LUK@aol.com*. [Exp. #151.]

Marin AutoCAD Users Group (MAUG). Meetings: 1st Thurs., 6:30 pm, Autodesk, 111 McInnis Pkwy., Demo Rm., San Rafael (next to Embassy Suites). Call: Priscilla Mills, (415)491-9111. [Exp. #153.]

San Francisco AutoCAD User's Group. Meetings: 1st Mon., 6:00 pm, SFSU Downtown Center, 425 Market St., San Francisco. Door prize every meeting. Call: (415)263-7988. [Exp. #153.]

COMMODORE

C-HUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)531-3734 or 793-7868. [Exp. #154.]

CWEST—Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)626-9946. [Exp. #153.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Contra Costa Water District Anteroom, 1331 Concord Ave., Concord. Call: (510) 689-3224. [Exp. #151.]

DESKTOP PUBLISHING

Bay Area Corel Artists And Publishers (BAYCAP). Meetings: 1st Mon. (2nd if holiday), 7:30 pm, Varian Associates, Bldg. 7, 3075 Hansen, Palo Alto. Non-member admission charge. Contact: (408)252-5586 or *http://www.altman.com/~rick/*. [Exp. #153.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor (near 1st and Mission), San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp. #153.]

Berkeley PC Users Group—BPCUG. Meetings: 2nd and 4th Tues., Winner's Circle Systems, 2618 Telegraph Ave., Berkeley. Public domain library, newsletter, and separate Beginners Special Interest Group meeting. Contact: Mel Mann, (510)526-4033. [Exp. #154.]

Business Operations SIG Of The Software Forum. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Mike Schmit, (408)244-6826. [Exp. #154.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp. #154.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556. [Exp. #152.]

Microsoft Access Mid-Peninsula User Group. Meetings: 2nd Fri., Microsoft, 950 Tower Lane, Foster City. Contact: Jay Stewart, (415)567-7979. [Exp. #154.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm. Guests welcome. Call: Lee Schwab, (707)257-2675 or *lee@community.net* for details and location. [Exp. #151.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Share knowledge and PD/shareware, network of BBSes, mentor assistance, SIGs. Call: (510)276-6450 or 538-2449. [Exp. #153.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, Rec Room, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415)593-9981, BBS (415) 571-9259. [Exp. #153.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, #153, San Francisco. For people who use computers in their work. Visitors $10. Call: (415) 788-5338 or *425-1545@mcimail.com*. [Exp. #154.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, UCSF, 3333 California St., San Francisco. Presentations, Q&A sessions. Call: Loyd Cribbs, (415)751-5219 or 777-1332 for recorded events message. [Exp. #154.]

Silicon Valley Computer Society—SVCS. Meetings: 2nd Wed., 7:30 pm, Hewlett-Packard, Bldg. 48, Oak Room, 19483 Pruneridge Ave., Cupertino. General interest PC/Windows user association. Sponsors 20 SIGs. $2 nonmembers. Contact: (408) 986-9254; BBS, (408)956-0317; WWW, *http://www.svcs.org*. [Exp. #153.]

South Bay WordPerfect User Group. Meetings: 3rd or 4th Tues., 7:00 pm, Saratoga Community Library, 13650 Saratoga Ave. (at Fruitvale), Saratoga. WordPerfect 6.1 for Windows product and education presentations. Free. Call: Scott Maiden, (408) 253-4591. [Exp. #153.]

Stanford/Palo Alto Users Group For PC. Meetings: 1st Wed., 7:30 pm, MediaCity, 526 Bryant St., Palo Alto. Call: Beverly Altman, (415)321-6800 or *http://www.mediacity.com/~spaug/*. [Exp. #153.]

INTERNATIONAL

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Apple Computer, R&D Campus, 1 Infinite Loop, Cupertino. A forum for multilingual/multiscript computing. Call: Roger Sherman, (415)859-5146. [Exp. #154.]

International Software SIG Of The Software Forum. Meetings: 3rd Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. A-2, Palo Alto. $10. Call: Charlie Pfefferkorn, (408) 923-7570. [Exp. #154.]

INTERNET

BCOOL (Bay Area Computer Org. On-Line). Meetings: 2nd Fri., location varies. Free online classes, tech support, discussions, Web surfing, novices welcome, more. Contact: Lloyd, (415)459-8916, BBS (415) 459-6094. [Exp. #153.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, Sun Microsystems, 2750 Coast, Bldg. 6, Mountain View. $10. Call: Walt Schilling, (415)390-9477. [Exp. #154.]

LEGAL

BMUG Law SIG/Law SIG South. Meetings: 2nd Wed., 6:00 pm, Nossaman, Guthner, Knox & Elliot, 50 California St., 34th Fl., San Francisco. Call: Randy, (916)661-2280 or *rbs@aol.com*; or Ted, (415)383-4783 or *tllindberg@aol.com*. [Exp. #151.]

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St., San Francisco. Brown bag meetings. Call: (415)421-5650. [Exp. #153.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp. #151.]

Macs Of Marin. Meetings: last Wed., 7:30 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 7:30, meeting 8:00, members free, nonmembers $5. Call: Richard, (415)485-5596. [Exp. #154.]

OpenDoc/Macintosh SIG Of The Software Forum. Meetings: 3rd Tues., 7:00 pm, Apple Computer, R&D Bldg. 4, 4 Infinite Loop, Cupertino. $10. Call: Tony Meadow, (510)644-9400. [Exp. #154.]

SMUG (Stanford/Palo Alto Macintosh User's Group). Meetings: 1st Mon., 6:30 pm, Roche Bioscience Auditorium, 3401 Hillview Ave., Palo Alto. Call: (415)856-3113 or *http://www.mediacity.com/smug/smug.html*. [Exp. #153.]

MISCELLANEOUS

BOIG (Bay Area Object Interest Group). Meetings: monthly. An open forum for users of object technology to exchange ideas. Expert speakers. Contact: Ron Lang, (415)967-5044 or *BOIG@aol.com*. [Exp. #151.]

Graphic Design Users Group. Meetings: For time and location, call Ed Woods at number below. New group forming for people who use Illustrator, Freehand, Painter, etc. Contact: Ed Woods, (415) 461-5985. [Exp. #154.]

IICS Education SIG. Meetings: 2nd Wed., 6:30 pm, KQED, 2nd floor, 2601 Mariposa Ave., San Francisco. Contact: Donna Booher, (415)673-1892. [Exp. #152.]

IICS Human Interface SIG. Meetings: 4th Tues., 6:30 pm, KQED Board Room, 2601 Mariposa Ave., San Francisco. Refreshments, networking. Contact: Bob Brescia, (415)777-5486. [Exp. #152.]

Marketing SIG Of The Software Forum. Meetings: 2nd Mon., 7:00 pm, Center for Software Development, 111W. St. John St., Ste. 200, San Jose. $10. Call: Stan Trumbull, (408)996-1376. [Exp. #154.]

MOBILE

Stanford Newton User Group. Meetings: 2nd and 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Contact: Flash Sheridan, *FlaSheridn@rahul.net* or *http://www.rahul.net/flasheridn/snug/*. [Exp. #154.]

MULTIMEDIA

Authorware User Forum. Meetings: last Tues. (except Aug./Dec.), 6:30 pm, Scitor Corp., 256 Gibraltar Dr., #C1, Sunnyvale. (510)736-5245. [Exp. #153.]

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr.,

USER GROUPS cont...

4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Dave McCutcheon, (415) 506-4238 or Charlie Pfefferkorn, (408)923-7570. [Exp. #154.]

NETWORKING

Client/Server SIG Of The Software Forum. Meetings: 4th Tues., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Neil Goldstein, (408)559-3636. [Exp. #154.]

SF NetWare Users' Group. Meetings: 2nd Tues., 6:00 pm, 4 Embarcadero Center, 5th Floor, San Francisco. Sponsored by Systems Partners and Novell. Contact: Diane Danielle, *70020.645@compuserve.com* . [Exp. #153.]

PROGRAMMING LANGUAGES

Delphi SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, KnowledgePoint, 1129 Industrial Ave., Petaluma. $10. Contact: Bjarne Winkler, (415)461-8086. [Exp. #154.]

ObjectPAL User Group In Sacramento. Meetings: 2nd Tues., 7:00 pm, Red Lion Hotel, Cedar Room, 2001 Point West Way, Sacramento. Contact: Jorge Herrera, (916)631-1986. [Exp. #153.]

Silicon Valley Delphi SIG. Meetings: 1st Thurs., 7:00 pm, Loral Systems, 1260 Crossman, Sunnyvale. Special interest group of the Silicon Valley Computer Society. Call: Scott Jackson, (408)738-0424. [Exp. #151.]

Silicon Valley Forth Interest Group. Meetings: 4th Sat., 10:00 am–5:00 pm, 230 Lincoln Centre Dr., Foster City. Call: Dr. C.H. Ting, (415)638-5669 (w), 571-7639 (h). [Exp. #152.]

Visual Basic SIG Of The Software Forum. Meetings: 2nd Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Allan Colby, (415)851-4567. [Exp. #154.]

Visual Basic User Group In San Francisco. Meetings: 3rd Thurs., 6:30 pm, 450 Sansome St. at Clay, Suite 1250, San Francisco. Sponsored by Systems Part-ners and Terrace Systems. Contact: Dov Gorman, (510) 525-9525 or *gorman@idimensions.com* . [Exp. #154.]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Need soft-/hardware? Call: Fred, (510)530-8335. [Exp. #151.]

UNIX

AT&T UNIX Computer Users Group. Call: Thad Floryan, (415)961-5157. [Exp. #153.]

Cal Linux Users Group. Meetings: monthly, Soda Hall, UC Berkeley. To discuss Linux and related topics. Free, everyone welcome. Contact: Paul, (510)527-6196 or *http://www-callug.cs.berkeley.edu/* or *board@callug.cs.berkeley.edu* . [Exp. #151.]

UNIX SIG Of The Software Forum. Meetings: 2nd Tues., 7:00 pm, Amdahl Corp., 1250 E. Arques Ave., Sunnyvale. $10. Call: George Bosworth, (415) 851-3304. [Exp. #154.]

WINDOWS

Windows SIG Of The Software Forum. Meetings: 1st Wed., 6:30 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $15. Call: Fran Finnegan, (415)288-4400. [Exp. #154.]

ASSOCIATIONS

Association For Systems Management & Data Processing Management Association. Meetings: 1st Wed., 5:30 pm, Mountain View. Networking, dinner, speaker; $20 to $25. Call: (408)727-3906. [Exp. #154.]

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, Standing Room Only, Crocker Galleria, 50 Post St., San Francisco. $10 members, $15 guests. Call: (415)979-8450. [Exp. #153.]

Bay Area Association Of Entrepreneurial Software Engineers. Meetings: 1st Tues., 6:30 pm, Harry's Hoftbrau, Redwood City. Dinner, lectures, discussion, brainstorming, networking, product development, financing, marketing, distribution. Contact: *http://www.ipser.com/baaese* . [Exp. #154.]

Bay Area Entrepreneur Association. Meetings: in Oakland, Walnut Creek, Pleasanton. Education and support organization for entrepreneurs. Networking, workshops, newsletter, directory. Contact: Catherine Marshall, (510)806-8686. [Exp. #154.]

Black Data Processing Associates. Nationwide network of IT professionals with two chapters in the Bay Area. Contact: Willie Mackey, (408)280-7624 or *wjmackey@netcom.com* . [Exp. #152.]

Business Marketing Association. Meetings: 4th Wed., 11:30 am, Marriott Hotel on Great America Pkwy., Santa Clara. A professional organization for business-to-business marketing professionals; CBC certification, topical programs, seminars, job bank. Call: (408) 365-9815. [Exp. #151.]

Center For Software Development. 111 West Saint John, Ste. 200, San Jose. Provides resources for self-service testing, prototyping, and porting on many different platforms. Call: (408)494-8378. [Exp. #152.]

Database Designers Association. A consortium of those who design custom databases and applications. For membership and meeting info send name and address to *dda@cm-solutions.com* , fax (415)536-1901, voice (415)536-1900. [Exp. #151.]

Independent Computer Consultants Association. Meetings: 2nd Tues., 6:00 pm, The City Club, 155 Sansome St., San Francisco. Open discussion, questions and answers. Call: (415)399-0305. [Exp. #151.]

International Interactive Communications Society. Meetings: 2nd Tues. Professional association for individuals involved in multimedia, from marketing to graphics and programming. Call: (415)553-2202, hotline: (415)252-8114. [Exp. #154.]

Society For Technical Communication, San Francisco Chapter. Meetings: 3rd Wed., 6:00 pm, program at 6:45 pm. For tech writers, editors; job listings, speakers, publications competition, newsletter. Contact: (415) 985-7121, *http://stc.org* for location. [Exp. #151.]

Software Forum. Meetings: 3rd Wed., 6:30 pm. Industry association dedicated to software developers and entrepreneurs, offering information and education on all facets of the software industry. Contact: Barbara Cass, (415)854-7219 for reservations/info. [Exp. #154.]

Stanford/MIT Venture Lab Forum. Meetings: monthly on weekday evenings, Stanford University campus. For those interested in emerging technologies and in building and growing a business. Contact: (415)329-0510. [Exp. #154.]

Is Your Listing Missing?

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US Mail should go to: MicroTimes User Group, 3470 Buskirk Ave., Pleasant Hill, CA 94523. **Faxes** are welcome at (510)946-2974. **Email** can be sent to: *JohnDownen@aol.com* or MCI:MICROTIMES.

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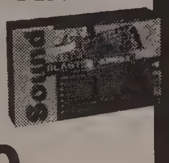

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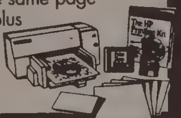

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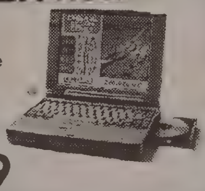

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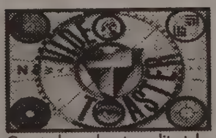

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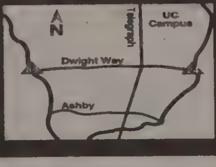

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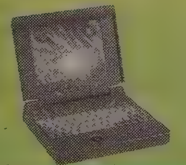
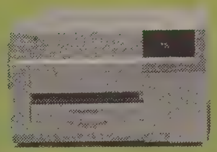

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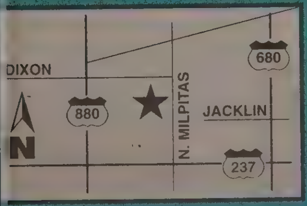

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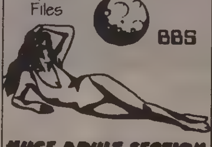

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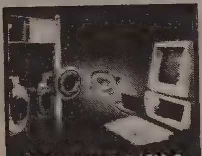

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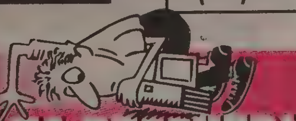

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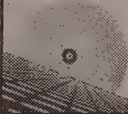

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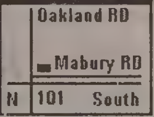

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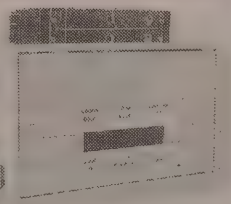

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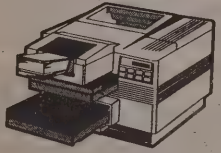

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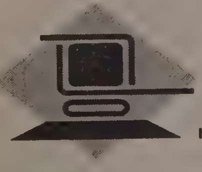

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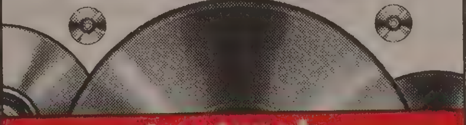

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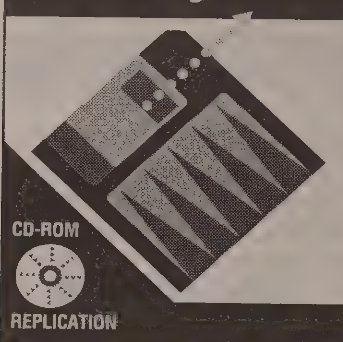

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May 13–15 Oracle7 For Application Developers Hands-On Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

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May 13–22 Onyx Maintenance Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

May 14–17 Internetworking: Bridges And Routers Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 16 Using Microsoft Exchange Free Seminar. Hayward. Network Data Solutions. Contact: (510)780-0242.

May 16–17 Tuning Oracle7 Applications Hands-On Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 17 Internet Troubleshooting Class. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

May 18 Internet Troubleshooting Class. Atherton. UC Berkeley Extension. Contact: (510)642-4111.

May 20 Developing Real-Time, Low-Cost, Wireless Applications With Microsoft Visual Basic, Access, And MS SQL Free Seminar. Hayward. Network Data Solutions. Contact: (510)780-0242.

May 20–21 Troubleshooting And Maintenance Of IBM PCs And Compatibles Seminar. San Francisco. SkillPath Seminars. Contact: 1-800-873-7545 or *skillpath@mcimail.com* .

May 20–24 Intro To IRIX Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

May 20–24 Network Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

May 20–24 System Administration Class. Mountain View. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

May 21 Internet 202: A Hands-On How-To Search The Internet Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

May 21–24 Advanced PC Configuration, Troubleshooting, And Data Recovery Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 21–24 Hands-On Visual C++ Windows Programming With Microsoft Foundation Classes Class. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

May 21–24 Hands-On Windows Class. Santa Clara. Learning Tree International. Contact: 1-800-843-8733.

May 21–24 OS/2: A Comprehensive Hands-On Workshop. San Francisco. Learning Tree International. Contact: 1-800-843-8733.

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5X86-133/256K VLB or PCI	$998
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Microsoft Windows 95 Full Copy	Add 50
14,400 Internal Fax Modem	Add 38
Colorado Tape Back-up DJ-35	Add 86
Microsoft Office Pro (OEM)	Add 198

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UPGRADES

Microsoft Windows 95 Full Copy	Add 50
15" /17" NI .28 Monitor*	Add 80/310
14,400 Internal Fax Modem	Add 38
Colorado Tape Back-up DJ-35	Add 86
Microsoft Office Pro (OEM)	Add 198

* Monitor viewable size may be smaller than advertised size.

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PP-180/256C PCI (INTEL AURORA M/B)	N/A	1,548	1,888	1,938	2,058	2,108	2,178	2,358	2,308	2,378	2,608
PP-150/256C PCI (INTEL AURORA M/B)	N/A	1,348	1,688	1,738	1,858	1,908	1,978	2,158	2,108	2,178	2,408
P5-166C PCI (INTEL ATLANTIS M/B)**	$288	908	1,088	1,138	1,258	1,308	1,378	1,558	1,508	1,578	1,808
P5-150C PCI (INTEL ATLANTIS M/B)**	288	718	898	948	1,068	1,118	1,188	1,368	1,318	1,388	1,618
P5-133C PCI (INTEL ATLANTIS M/B)**	288	608	788	838	958	1,008	1,078	1,258	1,208	1,278	1,508
P5-120C PCI (INTEL ATLANTIS M/B)**	288	538	718	768	888	938	1,008	1,188	1,138	1,208	1,438
P5-100C PCI (INTEL ATLANTIS M/B)**	288	488	668	718	838	888	958	1,138	1,088	1,158	1,388
P5-75C PCI (INTEL ATLANTIS M/B)**	288	398	578	628	748	798	868	1,048	998	1,068	1,298
P5-133C PCI (INTEL ENDEAVOR M/B)**	198	508	688	738	858	908	978	1,158	1,108	1,178	1,408
P5-120C PCI (INTEL ENDEAVOR M/B)**	198	448	628	678	798	848	918	1,098	1,048	1,118	1,348
P5-100C PCI (INTEL ENDEAVOR M/B)**	198	388	568	618	738	788	858	1,038	988	1,058	1,288
P5-75C PCI (INTEL ENDEAVOR M/B)**	198	298	478	528	648	698	768	948	898	968	1,198
P5-133/256C PCI (Intel Endeavor II or ASUS M/B)	184	498	678	728	848	898	968	1,148	1,098	1,168	1,398
P5-120/256C PCI (Intel Endeavor II or ASUS M/B)	184	414	594	644	764	814	884	1,064	1,014	1,084	1,314
P5-100/256C PCI (INTEL ZAPPA or ASUS M/B)	168	364	544	594	714	764	834	1,014	964	1,034	1,264
P5-75/256C PCI (INTEL ZAPPA or ASUS M/B)	168	274	454	504	624	674	744	924	874	944	1,174
P5-166C/256C PCI**	98	718	898	948	1,068	1,118	1,188	1,368	1,318	1,388	1,618
P5-150C/256C PCI**	98	518	698	748	868	918	988	1,168	1,118	1,188	1,418
P5-133C/256C PCI**	98	418	598	648	768	818	888	1,068	1,018	1,088	1,318
P5-120C/256C PCI**	98	348	528	578	698	748	818	998	948	1,018	1,248
P5-100C/256C PCI**	98	298	478	528	648	698	768	948	898	968	1,198
P5-75C/256C PCI**	98	208	388	438	558	608	678	858	808	878	1,108
NX586-P90/256C PCI (Nexgen M/B) w/o FPU	N/A	218	398	448	568	618	688	868	818	888	1,118
5X86-133C VLB (PCI: ADD $15)	54	138	318	368	488	538	608	788	738	808	1,038
5X86-100C VLB (PCI: ADD $15)	54	130	310	360	480	530	600	780	730	800	1,030
486DX4-120C VLB (PCI: ADD $15)	54	128	308	358	478	528	598	778	728	798	1,028
486DX4-100/256C VLB-PCI (ASUS M/B)	138	188	368	418	538	588	658	838	788	858	1,088
486DX4-100C VLB (PCI: ADD $15)	54	98	278	328	448	498	568	748	698	768	998
486DX2-80C VLB (PCI: ADD $15)	54	78	258	308	428	478	548	728	678	748	978
486DX2-66C VLB(PCI: ADD $15)	54	74	254	304	424	474	544	724	674	744	974
386DX-40/128C ISA (8-30 Pin)	N/A	68	248	298	418	468	538	718	668	738	968

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P5-133/256K PCI	1,028
P5-120/256K PCI	958
P5-100/256K PCI	908
P5-75/256K PCI	818
P5-90/256K PCI (Nexgen) w/o FPU	808
5X86-133/256K VLB or PCI	768
5X86-100/256K VLB or PCI	758
486DX4-120/256K VLB or PCI	758
486DX4-100/256K VLB or PCI	728
486DX2-80/256K VLB or PCI	708
486DX2-66/256K VLB or PCI	698

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Microsoft Windows 3.x	Add 42

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P5-133/256K PCI	1,098
P5-120/256K PCI	1,028
P5-100/256K PCI	978
P5-75/256K PCI	888
P5-90/256K PCI (Nexgen) w/o FPU	878
5X86-133/256K VLB or PCI	838
5X86-100/256K VLB or PCI	828
486DX4-120/256K VLB or PCI	828
486DX4-100/256K VLB or PCI	798
486DX2-80/256K VLB or PCI	778
486DX2-66/256K VLB or PCI	768

UPGRADES

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28.8 Internal Fax Modem	Add 104

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- PC DOS and Microsoft Compatible Mouse w/Pad

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P5-150/256K PCI	1,318
P5-133/256K PCI	1,218
P5-120/256K PCI	1,148
P5-100/256K PCI	1,098
P5-75/256K PCI	1,008
P5-133/256K PCI (Intel Zappa)	1,288
P5-120/256K PCI (Intel Zappa)	1,218
P5-100/256K PCI (Intel Zappa)	1,148
P5-75/256K PCI (Intel Zappa)	1,058

UPGRADES

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Microsoft Windows 3.x	Add 42
17" Non-Interlaced Monitor*	Add 240
28.8 Internal Fax Modem	Add 104

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- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Diamond Stealth SE or ATI PCI w/1MB
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- Medium Tower Case w/Power Supply
- PC DOS and Microsoft Compatible Mouse w/Pad

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PP-150/256K PCI (Intel Aurora)	2,248
P5-166/256K PCI (Intel Atlantis)	1,728
P5-150/256K PCI (Intel Atlantis)	1,538
P5-133/256K PCI (Intel Atlantis)	1,348
P5-120/256K PCI (Intel Atlantis)	1,278
P5-100/256K PCI (Intel Atlantis)	1,228
P5-75/256K PCI (Intel Atlantis)	1,128
P5-133/256K PCI (Intel Endeavor)	1,318
P5-120/256K PCI (Intel Endeavor)	1,248
P5-100/256K PCI (Intel Endeavor)	1,188
P5-75/256K PCI (Intel Endeavor)	1,098

UPGRADES

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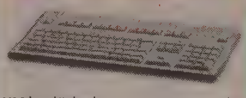

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FK2001 101-Key Click	**27**
FK6200W 104-Key for Windows '95	**24**
FK7200W w/Trackball	30
FK8000 w/Calculator	33
FK9000 Programmable w/Calculator	38
Keytronics 104-Key for Windows 95	**18**
Mitsumi 104-Key for Windows 95	**13**
Maxiswitch 101-Key Enhanced	**19**
Maxiswitch Nova PS/2	**22**
Maxiswitch Pro II 124 Key Programmable	43
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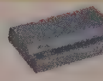
MODEMS & FAXES



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Fax Modem 28.8 with V.34 Ext	122
Fax Modem 33.6 with V.34 Int	114
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Mouseman Bus (Retail)	**62**
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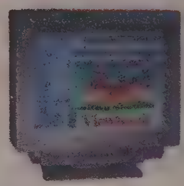
Microsoft

Microsoft Mouse Serial (w/System)	**$21**

MONITORS*



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15" SVGA 1024•768 .28 (KFC or Smile)	284
17" SVGA 1280•1024 .28 (KFC or Smile)	**516**

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Impression

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7E 17" 1280•1024 .28 NI	516

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T2-17TS .25 / T2-17 .25	966 / 1,214
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17EA 17" 1280•1024 .28	620
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*** Monitor Viewable size may be smaller than advertised size**

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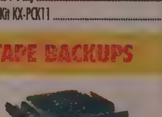

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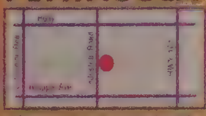

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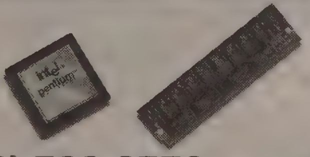

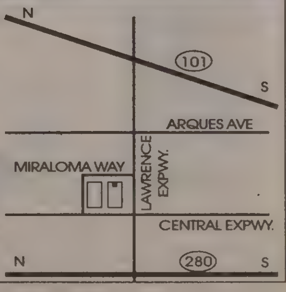

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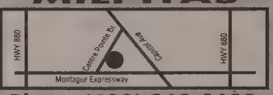

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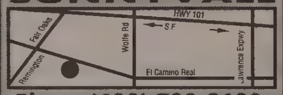

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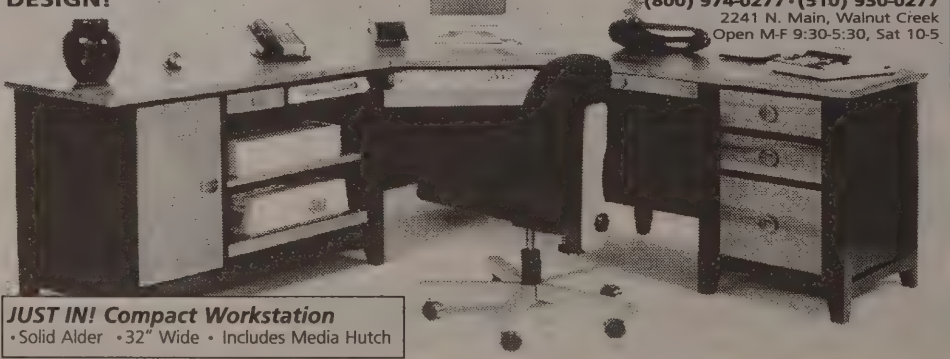

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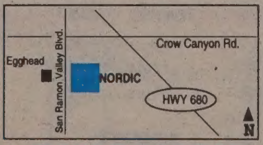

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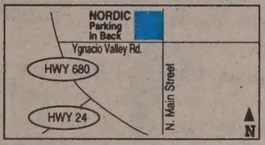

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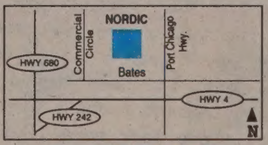

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What Do The Rich Do With All Their Money?

Or, Look Out, Eisner, Here Comes Mr. Bill

Many *of the traditional hardware and software companies are diversifying. Apple is going into children's education toys, for example. Microsoft appears to be going into the amusement park business. Here's a memo I uncovered discussing the problems they're already having.*

MEMORANDUM APRIL 1, 1996
TO: GATESWORLD STAFF
FROM: BILLG
SUBJECT: FINALIZING AMUSEMENT PARK PLANS

BACKGROUND

As you are all aware, we will be rolling out Gatesworld by the end of this year. I've been going over the scheduling and purchasing, as well as the timelines, over the past week. I've also looked at the current state of the park and, in particular, the items we will be selling. Here are my thoughts.

STATE OF THE PARK

It seems unlikely that our planned roll-out will take place on time. Few of the rides have been finished for testing.

RIDES

The NT Roller Coaster. Apparently is being redesigned once again as the cars from the Win 95 Wild Mouse ride were supposed to be interchangeable with those of the coaster and they are not.

The Win 95 Mouse. Needs an upgrade to accommodate more cars per hour. Doesn't go fast enough either. I'm told there are fixes in the works, but nothing I've been shown fixes anything.

Word Bumper Car Ride. This park is supposed to utilize the newest of technologies. As far as I can tell nothing new has been done to jazz up this ride except give the cars a fancy paint job. Will someone work on this?

MS-Network Rocket Ship. The rocket ship does not appear to work any different than old rocket ship rides from years ago. I've seen better rides at Six Flags. Can we do something to liven this up? Or should we do something new?

It's a Small, Small, Microsoft World. This ride is not supposed to begin with a narrative given by a talking donkey.

PROMOTIONS

The History of Microsoft. I sat through the animatronics presentation where the robot version of myself tells the folks about the history of Microsoft, as well as my life as a child.

Who wrote this script?? Steve Jobs? The line, "While Bill looked and acted like a nerd but proved to the world he wasn't..." has got to go. In fact the whole script stinks. Fire the writer and reprogram the entire thing. Run it by me this time. I wasn't born with glasses, either!

Gates-Gear. The horn-rimmed glasses with the tape on them are not amusing and I don't want them sold. Also, remold the Gates masks. These look more like Prince Charles. I do not have big ears. Also, I'm not certain that it would be flattering to sell a vinyl bald head as a tribute to Steve Ballmer. Get rid of it.

Microsoft Umbrellas. Did anyone notice that punching holes in the umbrella's fabric to make little Windows logos all over the umbrella defeats the purpose of an umbrella?

ARCADE

The arcades need new games. And I see that various Mortal Kombat-like games have incorporated Microsoft executives as characters. Make sure they are invincible. May as well add some of our competitors too. Make sure they are always beaten by the MS people.

MICROSOFT HOME OF THE FUTURE

Since when did this become an underground bunker? Whoever is in charge of this project memo me immediately.

CONCESSIONS

I appreciate the fact that we've subcontracted or bought nearly everything in this park from outside vendors, but do we have to make it so obvious in the food pavilions?

For example, at the Sun Microsystems booth, called the Hamburger Net, they have a sign posted: "You too can eat Bill Gates' Lunch!" Is this supposed to be funny? Also, have them rename the Gatesburger to something else.

And at the Oracle Juice Stand, take the sign off the straw dispenser that says, "Gatesworld sucks, you can too!" Or at least have them change it to "Oracle sucks."

And how did Borland get a franchise? I thought I made it clear we didn't want them in the park. All they are selling are chicken nuggets called VB Bites. Does anyone notice the problems here?

TRANSPORTATION

Who named the People-Mover the "Geek-Mobile"? I'm now told that everyone thought this was my idea. Not true. Also, the train that runs around the park should be called the Infinite Loop Railway, not the Microsoft Train to Nowhere. I go on vacation for three days and this is what happens.

PRICING

When I said to model the park after the company, I didn't expect to find that the pricing at the park would consist of one entry point and a basic cost with separate entries to the various "lands" being sold as upgrades. Also, it will slow down people's entry into the park if, instead of simply buying a ticket, you require the attendees to sign a license agreement.

OTHER ITEMS

Has anyone noticed that there are no hotels or accommodations anywhere near the park? Will someone look into this oversight?

SUMMARY

While the park may not be perfect at first, I hope we can continually improve it. Whatever the case, let's keep the death rate to a minimum.■

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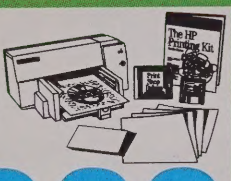

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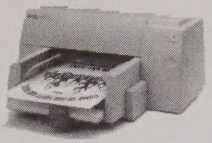

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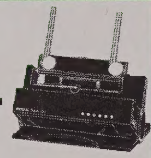

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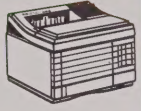

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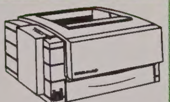

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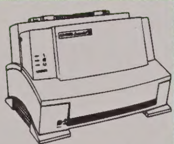

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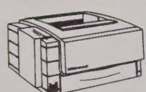

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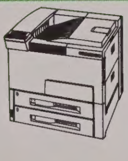

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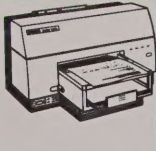

- 600 x 600 dpi black printing with Resolution Enhancement technoloty
- 300 x 300 dpi color printing
- Up to 4 ppm color printing
- Up to 9 ppm black printing
- 12,000 page-per-month duty cycle
- Accepts standard HP JetDirect cards for network compatibility

#2049535

$1325

HEWLETT PACKARD
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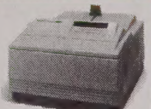
LaserJet 4V



- HP's fastest desktop printer
- Crisp 600 x 600 dpi print quality
- 16-ppm engine speed
- 33Mhz RISCprocessor with I/O buffering for unparalled performance.
- Handles a wide range of paper sizes including 11 x 17.

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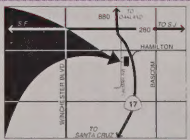

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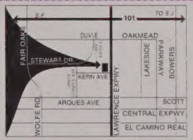

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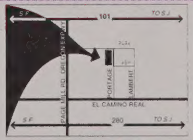

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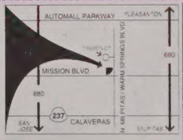

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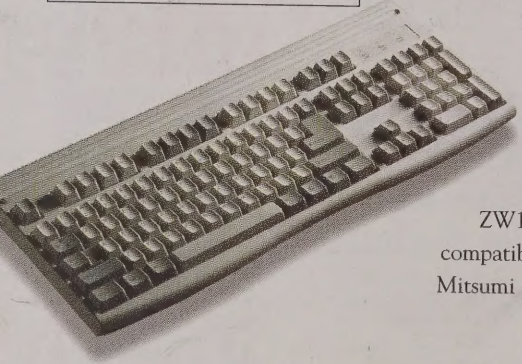

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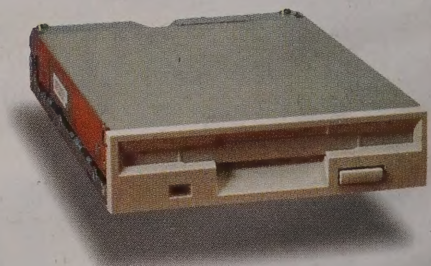

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